

**SANTA FE COUNTY  
AMENDMENT NO. 1  
TO THE PRICE AGREEMENT  
WITH PHYSIO-CONTROL, INC.**

**THIS AMENDMENT** is made and entered into as of this 11 day of August, 2010, by and between **Santa Fe County**, a political subdivision of the State of New Mexico (hereinafter referred to as "the County") and **Physio-Control, Inc.** (hereinafter referred to as "the Contractor").

**WHEREAS**, the County and the Contractor entered into a Price Agreement (the "Price Agreement") dated November 9, 2009;

**WHEREAS**, Article 7, "AMENDMENT", of the Agreement allows the parties to amend the Agreement by an instrument in writing executed by the parties;

**WHEREAS**, the parties desire to enter into "TECHNICAL SERVICE SUPPORT AGREEMENT ADDENDUM," (attached as Exhibit 1) and this Amendment No. 1 to make certain changes to the Price Agreement and to attach Exhibit 2, "COST SCHEDULE FOR MAINTENANCE," and Exhibit 3, "PRICE SCHEDULE," to the Price Agreement.

**NOW, THEREFORE, IT IS AGREED AS FOLLOWS:**

1. Attached hereto as Exhibit 1 is the TECHNICAL SERVICE SUPPORT AGREEMENT ADDENDUM, which replaces the Technical Service Support Agreement that the parties executed in September 2009. Schedule A of Exhibit 1 lists the Equipment owned by the County that is covered by the TECHNICAL SERVICE SUPPORT AGREEMENT. Schedule B of Exhibit 1 describes the services that the Contractor provides for each of the Covered Equipment listed on Schedule A.
2. Attached hereto as Exhibit 2 "COST OF MAINTENANCE" is a list of the cost for maintenance of the Covered Items and other items that the County may order from time to time.
3. Article 2, "GOODS TO BE PROVIDED," Subsection A and Subsection B are amended to read as follows:

**A. Goods Listed on Exhibit 3.** Certain departments of the County may issue orders for purchase of the items described herein. The item ordered must be listed on Exhibit 3 and at least 5% off the price listed on Exhibit 3, "COST SCHEDULE" which is hereby incorporated as part of this Agreement. Pursuant to the TECHNICAL SERVICES SUPPORT AGREEMENT ADDENDUM, all Accessories shall be 15% off the prices listed in Exhibit 3. All orders issued hereunder must bear both an order number and the number of this Price Agreement.

**B. Quantities.** It is understood that this is an indefinite quantity, but fixed price per item, price agreement and that the County may order any quantity of the items listed on Exhibit 3, at least 5% off the price listed on Exhibit 3. No guarantee or warranty is made or implied, by either the County or the Using Department that may order for any definite quantity will be issued under this

to the extent such items are available. *for* 8/9/10

Price Agreement. The Contractor is required to accept the order and furnish the items when ordered. Should the County or Using Department order items under Exhibit 3, the cost for maintenance of the item shall be the cost listed on Exhibit 2, "COST OF MAINTENANCE," of this Agreement.

All other provisions of Article 2, "GOODS TO BE PROVIDED," not amended, replaced or superseded by this Amendment No. 1 shall remain in full force and effect.

4. Article 2, "GOODS TO BE PROVIDED," Subsection D.6. is deleted in its entirety.

All other provisions of the Agreement not amended, replaced or superseded by this Amendment No. 1 shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date first written above.

SANTA FE COUNTY

*Remy E. Green* interim County Manager.  
Santa Fe County Manager

APPROVED AS TO FORM:

*[Signature]*  
Stephen C. Ross  
Santa Fe County Attorney

7-26-10  
Date

FINANCE DEPARTMENT APPROVAL:

*Teresa Martinez*  
Teresa Martinez  
Santa Fe County Finance Director

7/30/2010  
Date

PHYSIO-CONTROL, INC.:

By: *[Signature]*  
Signature

8/9/10  
Date

Janne Maschal, Finance Manager  
Printed Name and Title

**SANTA FE COUNTY  
AMENDMENT NO. 1  
TO THE PRICE AGREEMENT  
WITH PHYSIO-CONTROL, INC.**

**THIS AMENDMENT** is made and entered into as of this \_\_\_\_ day of \_\_\_\_\_, 2010, by and between **Santa Fe County**, a political subdivision of the State of New Mexico (hereinafter referred to as "the County") and **Physio-Control, Inc.** (hereinafter referred to as "the Contractor").

**WHEREAS**, the County and the Contractor entered into a Price Agreement (the "Price Agreement") dated November 9, 2009;

**WHEREAS**, Article 7, "AMENDMENT", of the Agreement allows the parties to amend the Agreement by an instrument in writing executed by the parties;

**WHEREAS**, the parties desire to enter into "TECHNICAL SERVICE SUPPORT AGREEMENT ADDENDUM," (attached as Exhibit 1) and this Amendment No. 1 to make certain changes to the Price Agreement and to attach Exhibit 2, "COST SCHEDULE FOR MAINTENANCE," and Exhibit 3, "PRICE SCHEDULE," to the Price Agreement.

**NOW, THEREFORE, IT IS AGREED AS FOLLOWS:**

1. Attached hereto as Exhibit 1 is the TECHNICAL SERVICE SUPPORT AGREEMENT ADDENDUM, which replaces the Technical Service Support Agreement that the parties executed in September 2009. Schedule A of Exhibit 1 lists the Equipment owned by the County that is covered by the TECHNICAL SERVICE SUPPORT AGREEMENT. Schedule B of Exhibit 1 describes the services that the Contractor provides for each of the Covered Equipment listed on Schedule A.
2. Attached hereto as Exhibit 2 "COST OF MAINTENANCE" is a list of the cost for maintenance of the Covered Items and other items that the County may order from time to time.
3. Article 2, "GOODS TO BE PROVIDED," Subsection A and Subsection B are amended to read as follows:

**A. Goods Listed on Exhibit 3.** Certain departments of the County may issue orders for purchase of the items described herein. The item ordered must be listed on Exhibit 3 and at least 5% off the price listed on Exhibit 3, "COST SCHEDULE" which is hereby incorporated as part of this Agreement. Pursuant to the TECHNICAL SERVICES SUPPORT AGREEMENT ADDENDUM, all Accessories shall be 15% off the prices listed in Exhibit 3. All orders issued hereunder must bear both an order number and the number of this Price Agreement.

**B. Quantities.** It is understood that this is an indefinite quantity, but fixed price per item, price agreement and that the County may order any quantity of the items listed on Exhibit 3, at least 5% off the price listed on Exhibit 3. No guarantee or warranty is made or implied, by either the County or the Using Department that may order for any definite quantity will be issued under this

Price Agreement. The Contractor is required to accept the order and furnish the items when ordered. Should the County or Using Department order items under Exhibit 3, the cost for maintenance of the item shall be the cost listed on Exhibit 2, "COST OF MAINTENANCE," of this Agreement.


All other provisions of Article 2, "GOODS TO BE PROVIDED," not amended, replaced or superseded by this Amendment No. 1 shall remain in full force and effect.

4. Article 2, "GOODS TO BE PROVIDED," Subsection D.6. is deleted in its entirety.


All other provisions of the Agreement not amended, replaced or superseded by this Amendment No. 1 shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date first written above.

**SANTA FE COUNTY**


 Penny Elbertson interim County Manager.  
Santa Fe County Manager

**APPROVED AS TO FORM:**

  
Stephen C. Ross  
Santa Fe County Attorney

7-26-10  
Date

**FINANCE DEPARTMENT APPROVAL:**

  
Teresa Martinez  
Santa Fe County Finance Director

7/30/2010  
Date

**PHYSIO-CONTROL, INC.:**

By: \_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name and Title

## TECHNICAL SERVICE SUPPORT AGREEMENT ADDENDUM

PHYSIO  
CONTROL

Contract Number: PB13X043

End User # 10180704  
SANTA FE COUNTY FIRE  
DEPARTMENT  
35 CAMINO JUSTICIA  
SANTA FE, NM 87508

Bill To # 10180704  
SANTA FE COUNTY FIRE  
DEPARTMENT  
35 CAMINO JUSTICIA  
SANTA FE, NM 87508

This Technical Service Support Agreement begins on 7/1/2009 and expires on 6/30/2013.

The designated Covered Equipment and/or Software is listed on Schedule A. This Technical Service Agreement is subject to the Terms and Conditions on the reverse side of this document and any Schedule B, if attached. If any Data Management Support and Upgrade Service is included on Schedule A then this Technical Service Support Agreement is also subject to Physio-Control's Data Management Support and Upgrade Service Terms and Conditions, rev 7/99-1.

Price of coverage specified on Schedule A is \$117,113.42 per term, payable in Annual in arrears installments.

This price represents an adjustment of \$10,753.42 based on this contract's previous price of \$106,360.00

### Special Terms

15% DISCOUNT ON ACCESSORIES

Accepted: Physio-Control, Inc.

By:

Title:

Date:

Customer:

By:

Print:

Title:

Date:

Purchase Order Number: pb13x043

Territory Rep: WECC74

Kilby, John

Phone: 800-442-1142 x2338

FAX: 800-772-3340

Customer Contact:

MIKE MESTAS

Phone: 505-992-3075

FAX: mmestas@sfcfire.net

Approved as to form

Santa Fe County Attorney

By: *William C. Lopez*

Date: *5/28/10*

Reference Number: C74-0068

Printed: 3/29/2010

Addendum

Page 1 of 12

## Exhibit 1

### PHYSIO-CONTROL, INC. TECHNICAL SERVICE SUPPORT AGREEMENT TERMS AND CONDITIONS

#### RENEWAL TERMS

Physio-Control, Inc.'s ("Physio-Control") acceptance of Customer's Technical Service Support Agreement is expressly conditioned on Customer's assent to the terms set forth in this document and its attachments. Physio-Control agrees to furnish the services ordered by Customer only on these terms, and Customer's acceptance of any portion of the goods and services covered by this document shall confirm their acceptance by Customer. These terms constitute the complete agreement between the parties and they shall govern any conflicting or ambiguous terms on Customer's purchase order or on other documents submitted to Physio-Control by Customer. These terms may not be revised in any manner without the prior written consent of an officer of Physio-Control.

#### REPAIR SERVICES

If "Repair" services are designated, subject to the Exclusions identified below, they shall include, for the designated Covered Equipment, all repair parts and materials required, all required Physio-Control service technician labor, and all related travel expenses. For offsite (ship-in) services, units will be returned to Customer by Physio-Control freight prepaid.

#### INSPECTION SERVICES

If "Inspection" services are designated, subject to the Exclusions identified below, they shall include, for the designated Covered Equipment, verification of proper instrument calibration, verification that instrument mechanical operations and output measurements are consistent with applicable product specifications, performance of an electrical safety check in accordance with National Fire and Protection Guidelines, all required Physio-Control service technician labor and all related travel expenses. For offsite (ship-in) services, units will be returned to Customer by Physio-Control freight prepaid.

#### DOCUMENTATION

Following each Repair and/or Inspection, Physio-Control will provide Customer with a written report of actions taken or recommended and identification of any materials replaced or recommended for replacement.

#### LOANERS

If a Physio-Control product is designated as a unit of Covered Equipment for Repair Services and needs to be removed from service to complete repairs, an appropriate Loaner unit will be provided, if available, until the removed unit is returned. Customer assumes complete responsibility for the Loaner and shall return the Loaner to Physio-Control in the same condition as received, at Customer's expense, upon the earlier of the return of the removed unit or Physio-Control's request.

#### EXCLUSIONS

This Technical Service Support Agreement does not include: supply or repair of accessories or disposables (e.g., patient cables, recorder paper, etc.); repair of damage caused by misuse, abuse, abnormal operating conditions, operator errors, and/or acts of God; repairs to return an instrument to normal operating equipment at the time of initial service by Physio-Control under this Technical Service Support Agreement; case changes; repair or replacement of items not originally distributed or installed by Physio-Control; and exclusions on Schedule B to this Technical Service Support Agreement, if any, which apply to Covered Equipment.

#### SCHEDULE SERVICES

Designated Repair and Inspection Services will be performed at the designated service frequency and during designated service hours except where service technicians are rendered unavailable due to mandatory training commitments, in which case Physio-Control will provide alternate coverage. Customer is to ensure Covered Equipment is available for Repair and/or Inspection at scheduled times. If Covered Equipment is not available as scheduled and Customer requests additional services to be performed or if Physio-Control is requested to perform Repair or Inspection services not designated in this Technical Service Support Agreement (due to the nature of services selected, instruments involved not being Covered Equipment, request being outside of designated service frequency or hours, or application of the Exclusions); Customer shall reimburse Physio-Control at Physio-Control's standard labor rates less 10% (including overtime, if appropriate), plus standard list prices for related parts and materials less 15%, plus actual travel costs incurred.

#### PAYMENT

The cost of services performed by Physio-Control shall be payable by Customer within thirty (30) days of Customer's receipt of Physio-Control's invoice (or such other terms as Physio-Control confirms to Customer in writing). In addition to the cost of services performed, Customer shall pay or reimburse Physio-Control for any taxes assessed Physio-Control. If the number or configuration of Covered Equipment is altered during the Term of this Technical Service Support Agreement, the price of Services shall be adjusted accordingly.

Reference Number: C74-0068

Printed: 3/29/2010

Addendum

Page 2 of 12

## Exhibit 1

### WARRANTY

Physio-Control warrants Services performed under this Technical Service Support Agreement and replacement parts provided in performing such Services against defects in material and workmanship for ninety (90) days from the date a Service was performed or a part was provided. Customer's sole remedy shall be reserviceing the affected unit and/or replacement of any part determined to be defective, without any additional Customer charge, provided Customer notifies Physio-Control of any allegedly defective condition within ten (10) calendar days of its discovery by Customer. Physio-Control makes no other warranties, express or implied, including, without limitation, **NO WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AND IN NO EVENT SHALL PHYSIO-CONTROL BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL, OR OTHER DAMAGES.**

### TERMINATION

Either party may terminate this Technical Service Support Agreement at any time upon sixty (60) days prior written notice to the other, except that Physio-Control may terminate this Technical Service Support Agreement immediately upon Customer's failure to make timely payments for services rendered under this Technical Service Support Agreement. In the event of termination, Customer shall be obligated to reimburse Physio-Control for that portion of the designated price which corresponds to that portion of the Term and the scope of Services provided prior to the effective date of termination.

### DELAYS

Physio-Control will not be liable for any loss or damage of any kind due to its failure to perform or delays in its performance resulting from any cause beyond its reasonable control, including, but not limited to, acts of God, labor disputes, labor shortages, the requirements of any governmental authority, war, civil unrest, delays in manufacture, obtaining any required license or permit, and Physio-Control's inability to obtain goods from its usual sources. Any such delay shall not be considered a breach of Physio-Control's obligations and the performance dates shall be extended for the length of such delay.

### MISCELLANEOUS

- a) Customer agrees to not employ or offer employment to anyone performing Services on Physio-Control's behalf during the Term of this Technical Service Support Agreement or for one (1) year following its expiration without Physio-Control's prior written consent.
- b) This Technical Service Support Agreement, and any related obligation of other party, may not be assigned in whole or in part without the prior written consent of the other party.
- c) The rights and obligations of Physio-Control and Customer under this Technical Service Support Agreement shall be governed by the laws of the State in which the service is provided. All costs and expenses incurred by the prevailing party related to the enforcement of its rights under this document, including reasonable attorney's fees, shall be reimbursed by the other party.

.....  
END  
.....

# Exhibit 1

## PHYSIO-CONTROL, INC. TECHNICAL SERVICE SUPPORT AGREEMENT SCHEDULE A

Contract Number: PB13X043

Servicing Rep: Kilby, John, WECC74

District: SOUTHWEST

Phone: 800-442-1142 x2338

FAX: 800-772-3340

Equipment Location: SANTA FE COUNTY FIRE, 10180704  
DEPARTMENT  
35 CAMINO JUSTICIA  
SANTA FE, NM 87508

Scope Of Service AC Power Adapter - Repair Only

Model	Part Number	Serial Number	Ref. Line	Effective Date	Expiration Date	Total Inspections
LIFEPAK® 12 AC/DC PA	VLP12-06-000122	081505	69**	2/1/2010	6/30/2013	0

Scope Of Service AED 1 On Site Inspection per Year with 1 Lithium Battery

Model	Part Number	Serial Number	Ref. Line	Effective Date	Expiration Date	Total Inspections
LIFEPAK®1000	320371500023	35267534	51	7/1/2009	6/30/2013	4
LIFEPAK®1000	320371500023	36066539	52	7/1/2009	6/30/2013	4
LIFEPAK®1000	320371500023	36432933	53	7/1/2009	6/30/2013	4
LIFEPAK®1000	320371500023	36458148	54	7/1/2009	6/30/2013	4
LIFEPAK®1000	320371500023	36694426	55	7/1/2009	6/30/2013	4
LIFEPAK®1000	320371500023	36955514	56	7/1/2009	6/30/2013	4
LIFEPAK®1000	320371500023	37549495	57**	7/1/2009	6/30/2013	4
LIFEPAK® 500	3005400-000	7925945	27	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	31245095	28	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	32104073	29	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	32817241	30	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	32851360	31	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	31229353	32	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	31229350	33	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	31229345	34	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	30910740	35	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	30910663	36	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	30910662	37	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001129	30888930	38	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-000114	13567242	39	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-000113	14004996	40	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-000113	14247806	41	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001502	34205702	48	7/1/2009	6/30/2013	4
LIFEPAK® 500	3011790-001500	34359545	49	7/1/2009	6/30/2013	4

Reference Number: C74-0068

Printed: 3/29/2010

Addendum

Page 4 of 12



# Exhibit 1

LIFEPAK® 500 3011790-001129 31623248 50 7/1/2009 6/30/2013 4

Scope Of Service On Site Inspection Only - 1 Inspection per Year:M-F/8-5

Model	Part Number	Serial Number	Ref. Line	Effective Date	Expiration Date	Total Inspections
LIFEPAK® 300	804900-15	2167186	44	7/1/2009	6/30/2013	4
LIFEPAK® 300	804900-03	003775	45	7/1/2009	6/30/2013	4

Scope Of Service On Site Repair and 1 On Site Inspection per Year:M-F/8-5

Model	Part Number	Serial Number	Ref. Line	Effective Date	Expiration Date	Total Inspections
LIFEPAK® 10	804200-28	031611	42	7/1/2009	6/30/2013	4
LIFEPAK® 10	804200-14	001514	43	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-007217	36213541	46	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-007228	36238206	47	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8507977	12	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8507976	13	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-002940	14264234	14	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-002379	13580701	15	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8507975	16	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-001516	13156701	17	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000689	12091723	18	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	10955965	19	7/1/2009	6/30/2013	4
LIFEPAK® 12	UVLP12029007	12559533	20	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000291	11733258	21	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-001516	13156700	22	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8507978	23	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8508035	24	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8507981	25	7/1/2009	6/30/2013	4
LIFEPAK® 12	VLP12-02-000023	8507979	26	7/1/2009	6/30/2013	4

Scope Of Service On Site Repair Only: M-F/8-5

Model	Part Number	Serial Number	Ref. Line	Effective Date	Expiration Date	Total Inspections
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	11130170	1	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	31165578	2	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	8438674	3	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	8439408	4	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	8439410	5	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	8475440	6	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	8475450	7	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	11990572	8	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	12025029	9	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	13028535	10	7/1/2009	6/30/2013	0
BATTERY SUPPORT SYSTEM 2	VBSS2-02-000009	10487148	11	7/1/2009	6/30/2013	0

Reference Number: C74-0068

Printed: 3/29/2010

Addendum

Page 5 of 12

# Exhibit 1

Scope Of Service POS AED 1 On Site Inspection per Year with 1 Lithium Batt

Model	Part Number	Serial Number	Ref. Line	Effective Date	Expiration Date	Total Inspections
LIFEPAK®1000	320371500229	38518424	58**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38492099	59**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38492100	60**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38475947	61**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38159474	62**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38600423	63**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38600424	64**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38600425	65**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38461735	66**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500245	38563584	67**	2/1/2010	6/30/2013	3
LIFEPAK®1000	320371500229	38563583	68**	2/1/2010	6/30/2013	3

\*\* Denotes an inventory line that has changed since the last contract revision or addendum.

Exhibit 1

**MEDTRONIC EMERGENCY RESPONSE SYSTEMS, INC.**  
**TECHNICAL SERVICE SUPPORT AGREEMENT**  
**SCHEDULE A**

Contract Number: PB13X043

Additional Items

Service Type	Item	Quantity	Start Date	End Date
CASE CHANGE**	LP12/15/20 CASE CHG 1-5	2	7/1/2009	6/30/2013

\*\* Denotes an additional item line that has changed since the last contract revision or addendum.

Reference Number: C74-0068

Printed: 3/29/2010

Addendum

Page 7 of 12

**PHYSIO-CONTROL, INC.**  
**TECHNICAL SERVICE SUPPORT AGREEMENT**  
**SCHEDULE B**

**LIFEPAK® 10 DEFIBRILLATOR/MONITOR/PACEMAKER**

- Paddle repairs are included. (Paddle attachments are excluded; i.e. pediatric and anterior attachments).
- Auxiliary Power Supply included when listed on equipment inventory (Schedule A).
- Pacemaker repair is included.
- Case changes are excluded.
- Pacing and patient cables are excluded.
- FAST-PATCH® adapters and QUIK-COMBO™ pacing/defibrillation adapters are included.
- Repair coverage for Physio-Control® ECG, Pacing and Defibrillation Simulators included.

**Physio-Control® Battery Pak**

- Customer retains the responsibility to perform the battery maintenance and evaluation procedures outlined in the service manual and to replace batteries that do not pass the conditions outlined under "Discarding/Recycling Batteries." Batteries failing to meet battery performance tests should be removed from service and properly discarded (recycled).
- If customer provides evidence that a Physio-Control Battery Pak fails to meet the performance tests noted above and/or the Battery Pak age exceeds 2 years, Physio-Control shall replace said Physio-Control Battery Pak (like for like) i.e. FASTPAK for FASTPAK, up to a maximum of 4 Physio-Control Battery Paks every two years (including prior Support Plan periods) per LIFEPAK®10 defibrillator/monitor/pacemaker (listed on Schedule A). To assist in proper recycling and removal of low capacity batteries, replaced Battery Paks become the property of Physio-Control and must be returned at the time of exchange.
- Only batteries manufactured by Physio-Control are covered under this Service Agreement. Any batteries manufactured by other sources are expressly excluded from coverage under this Service Agreement. Physio-Control cannot guarantee the operation, safety and/or performance of our product when operating with a non-Physio-Control battery. Repairs and inspections performed under this Agreement meet original equipment manufacturer's product specifications only when operating with a Physio-Control battery. Any repairs, as determined by a Physio-Control Service Representative, resulting from the use of a non-Physio-Control battery, will be billed at our standard list prices for parts and labor, including actual travel charges incurred.

**PHYSIO-CONTROL, INC.**  
**TECHNICAL SERVICE SUPPORT AGREEMENT**  
**SCHEDULE B**

**INSPECTION ONLY SERVICES**

- If the customer requests that repairs be made as determined necessary by the Physio-Control Service Representative after completion of the inspection, such repairs will be made at Physio-Control's then current labor rate less 10%. Parts required for such repairs will be made available at 15% less than the then current list price for such parts.
- Customer retains the responsibility to perform the battery maintenance and evaluation procedures outlined in the service manual and to replace batteries that do not pass the conditions outlined under "Discarding/Recycling Batteries." Batteries failing to meet battery performance tests should be removed from service and properly discarded (recycled).
- If customer provides evidence that a Physio-Control Battery Pak fails to meet the performance tests noted above and/or the Battery Pak age exceeds 2 years, Physio-Control shall replace said Physio-Control Battery Pak (like for like) i.e. FASTPAK for FASTPAK, FASTPAK2 for FASTPAK2, LIFEPAK SLA for LIFEPAK SLA, or LIFEPAK NiCd for LIFEPAK NiCd, up to the maximum amount of Physio-Control Battery Paks as is specified on Schedule A, every two years (including prior Support Plan periods). To assist in proper recycling and removal of low capacity batteries, replaced Battery Paks become the property of Physio-Control and must be returned at the time of exchange.
- Only batteries manufactured by Physio-Control are covered under this Service Agreement. Any batteries manufactured by other sources are expressly excluded from coverage under this Service Agreement. Physio-Control cannot guarantee the operation, safety and/or performance of our product when operating with a non-Physio-Control battery. Repairs and inspections performed under this Agreement meet original equipment manufacturer's product specifications only when operating with a Physio-Control battery. Any repairs, as determined by a Physio-Control Service Representative, resulting from the use of a non-Physio-Control battery, will be billed at our standard list prices for parts and labor, including actual travel charges incurred.
- Inspections are performed Monday thru Friday 8am to 5pm (excluding holidays)

**PHYSIO-CONTROL, INC.**  
**TECHNICAL SERVICE SUPPORT AGREEMENT**  
**SCHEDULE B**

**LIFEPAK® 12 (LP 12) Defibrillator/Monitor Includes:**

Standard detachable hard paddle repairs

LP12 upgrade installed by Physio-Control Technical Services Representative at a rate of 17% less than the then current field-installed list price

When listed in Equipment Inventory, Schedule A, LP 12 Defibrillator/Monitor Includes:

AC Power Adapter

DC Power Adapter

**LP 12 Defibrillator/Monitor Excludes:**

Internal, sterilizable and pediatric paddles

SpO2 sensors and cables

Communication cables

Therapy cables

Patient cables

PCMCIA modems

Case changes

Discounts will not be combined with other special terms, discounts, and/or promotions.

**Physio-Control FASTPAK®, FASTPAK 2, LIFEPAK SLA, and LIFEPAK NiCd Battery**

Battery maintenance, performance testing, evaluation, removal, recycling, and replacement are the responsibility of the Customer, and should be performed in accordance with the LP 12 Series Operating Instructions section entitled Discarding/Recycling Batteries.

Batteries replacement is available on a one-for-one basis, up to the number of devices listed in Equipment Inventory, Schedule A, upon the earlier of either (i) reported battery failure as determined by Customer's performance testing and evaluation in accordance with the LP 12 Operating Instructions section entitled Discarding/Recycling Batteries, or (ii) upon completion of the second year of use. Replacement Battery Pak shall be like for like, i.e. FASTPAK for FASTPAK, FASTPAK 2 for FASTPAK 2, etc. During the Term of this Agreement replacement shall occur no more than four times per two year period, notwithstanding prior Support Plans.

Battery replacement is dependent upon Customer's notice to Physio-Control of the existence of either of the conditions referenced in (i) and (ii) above. At the discretion of Physio-Control, battery replacement shall be effected by shipment to Customer and replacement by Customer, or by on-site delivery and replacement by a Physio-Control Service Technician. Upon Customer's receipt of replacement battery, the affected battery referenced above shall become the property of Physio-Control, and must be returned to Physio-Control for proper disposal. In the event that Physio-Control does not receive the affected battery referenced above, Customer will be charged at the then current rate for the replacement battery.

Only batteries manufactured by Physio-Control are covered under this Service Agreement. Batteries not manufactured by Physio-Control are expressly excluded from coverage under this Service Agreement. Physio-Control does not guarantee the operation, safety, and/or performance of our product when operating with a battery not manufactured by Physio-Control. Repairs and inspections performed under this Agreement meet original equipment manufacturer's product specifications only when operating with a battery manufactured by Physio-Control. Any repairs, as determined by a Physio-Control Service Representative, resulting from the use of a battery not manufactured by Physio-Control, will be billed at Physio-Control's then current standard list prices for parts and labor, including actual travel costs incurred.

**LIFEPAK 12 Software Updates**

If combined Repair and Inspection services are designated for LP 12 units listed in Schedule A, a Physio-Control Technical Services Representative will install LP 12 software updates at no additional cost, provided it is installed at the time of a regularly scheduled inspection. In addition, during the Term of this Agreement, where an assembly, i.e., printed circuit board, must be replaced to accommodate installation of new software, such assembly may be purchased by the Customer at a rate of 50% less than the then current list price. Software updates, when installed at a time other than the regularly scheduled inspection, will be billed at the rate of \$205.00 per unit per software update. The cost of such software update will be billed in a separate invoice. Dependent upon availability of Customer software loading tool, and at Customer's request, Technical Services Representative shall provide Customer access to software loading tool at no additional charge.

**PHYSIO-CONTROL, INC.**  
**TECHNICAL SERVICE SUPPORT AGREEMENT**  
**SCHEDULE B**

access to software loading tool at no additional charge.

If Repair-Only services are designated for LP 12 units listed in Schedule A, a Physio-Control Technical Services Representative will install a LP 12 software update at the rate of \$205.00 per unit per software update. In addition, during the Term of this Agreement, where an assembly, i.e., printed circuit board, must be replaced to accommodate installation of new software, such assembly may be purchased by the Customer at a rate of 50% less than the then current list price. The cost of such software update will be billed in a separate invoice. Dependent upon availability of Customer software loading tool, and at Customer's request, Technical Services Representative shall provide Customer access to software loading tool at no additional charge.

Physio-Control will replace the internal coin cell battery according to the number of such batteries listed in the Additional Items section of Schedule A. It is the Customer's responsibility to request such coin cell battery replacement, gather in a single location the devices that will receive such battery replacement, and to provide to the Physio-Control Technical Services Representative access to those devices. Coin cell battery replacement will take place during the Term of this Agreement, according to the number of coin cell batteries listed in the Additional Items section of Schedule A.

**LIFEPAK® 500 AED INSPECTION-ONLY WITH BATTERY OPTION**

- This plan includes periodic inspections as described on Schedule A. If any repairs are requested by customer that are not otherwise covered by warranty then customer shall pay Physio-Control at its then current labor rate less 10%. Parts required for such repairs will be at 15% less than the then current list price for the parts.
- Customer retains the responsibility to perform the battery maintenance and evaluation procedures outlined in the service manual and to replace batteries that do not pass the conditions outlined under "Discarding/Recycling Batteries." Batteries failing to meet battery performance tests should be removed from service and properly discarded (recycled).
- If customer provides evidence that a Physio-Control Battery Pak fails to meet the performance tests noted above and/or the Battery Pak age exceeds 2 years in the case of sealed lead acid batteries and 3 years in the case of lithium ion batteries, Physio-Control shall replace said Physio-Control Battery Pak (like for like) i.e. LIFEPAK 500 SLA for LIFEPAK 500 SLA or LIFEPAK 500 lithium ion for LIFEPAK 500 lithium ion, up to a maximum of 2 LIFEPAK 500 SLA Battery Paks every two years or up to a maximum of 1 LIFEPAK 500 lithium ion Battery Pak every 3 years (including prior Support Plan periods) per LIFEPAK® 500 automatic advisory defibrillator (listed on Schedule A). To assist in proper recycling and removal of low capacity batteries, replaced Battery Paks become the property of Physio-Control and must be returned at the time of exchange.
- Only batteries manufactured by Physio-Control are covered under this Service Agreement. Any batteries manufactured by other sources are expressly excluded from coverage under this Service Agreement. Physio-Control cannot guarantee the operation, safety and/or performance of our product when operating with a non-Physio-Control battery. Repairs and inspections performed under this Agreement meet original equipment manufacturer's product specifications only when operating with a Physio-Control battery. Any repairs, as determined by a Physio-Control Service Representative, resulting from the use of a non-Physio-Control battery, will be billed at our standard list prices for parts and labor, including actual travel charges incurred.
- Inspections are performed Monday thru Friday 8am to 5pm (excluding holidays).

**PHYSIO-CONTROL, INC.**  
**TECHNICAL SERVICE SUPPORT AGREEMENT**  
**SCHEDULE B**

**LIFEPAK® 1000 AED INSPECTION-ONLY WITH BATTERY OPTION**

- This plan includes periodic inspections as described on Schedule A. If any repairs are requested by customer that are not otherwise covered by warranty then customer shall pay Physio-Control at its then current labor rate less 10%. Parts required for such repairs will be at 15% less than the then current list price for the parts.
- Customer retains the responsibility to perform the battery maintenance and evaluation procedures outlined in the service manual and to replace batteries that do not pass the conditions outlined under "Discarding/Recycling Batteries."
- Batteries failing to meet battery performance tests should be removed from service and properly discarded (recycled).
- If customer provides evidence that a Physio-Control Battery Pak fails to meet the performance tests noted above and/or the Battery Pak age exceeds 2 years in the case of sealed lead acid batteries and 3 years in the case of lithium ion batteries, Physio-Control shall replace said Physio-Control Battery Pak (like for like) i.e. FASTPAK for FASTPAK, FASTPAK2 for FASTPAK2, LIFEPAK SLA for LIFEPAK SLA, or LIFEPAK NiCd for LIFEPAK NiCd, up to a maximum of 2 Physio-Control SLA Battery Paks every two years or up to a maximum of 1 Physio-Control lithium ion Battery Pak every 3 years (including prior Support Plan periods) per LIFEPAK® 1000 automatic advisory defibrillator (listed on Schedule A). To assist in proper recycling and removal of low capacity batteries, replaced Battery Paks become the property of Physio-Control and must be returned at the time of exchange.
- Inspections are performed Monday thru Friday 8am to 5pm (excluding holidays).



# Santa Fe County Fire Department Physio-Control Inventory:

## LifePak1000

Updated: January 2010 (7 total and 11 new for FY2010 in red)

Serial Number		District/Region/Unit
<b>Admin</b>		
	38563584	Admin Wall mount
	38563583	BC's Truck
<b>East</b>		
	38475947	Hondo
	37549495	Hondo E-1
<b>South</b>		
<b>West</b>		
	35267534	Madrid
	38492099	Turquoise Trail
	38492100	Turquoise Trail
	38600423	Agua Fria
	38600424	Agua Fria
	38600425	Agua Fria
	38461735	La Cienega
<b>North</b>		
	36955514	Chimayo
	38518424	Tesuque
	38159474	La Puebla
<b>NOT Accounted for:</b>		
3	36065539	
4	36432933	
5	36458148	Pojoaque
6	36694426	La Puebla
xtra	SER#38219418	La Puebla

## **Exhibit 2**

### **COST OF MAINTENANCE**

The following is the annual price of maintenance per item:

A.	BSSII Battery Charger:	\$35.00 per item per year
B.	LP 12:	\$1,005 per item per year
C.	LP500:	\$258 per item per year
D.	LP10:	\$954 per item per year
E.	LP300:	\$225 per item per year
F.	LP1000:	\$284 per item per year
G.	LP15:	\$1,025 per item per year



# **LIFEPAK® 15** MONITOR/DEFIBRILLATOR

---

## **U.S. PRICE LIST**

**September 2009**

## Exhibit 3

---

### PRODUCT AND SHIP KIT DESCRIPTION

#### **LIFEPAK 15 Monitor/Defibrillator with ADAPTIV™ Biphasic Waveform**

Includes manual & AED external defibrillation, 8.4" color LCD display, CPR Metronome, noninvasive pacing (demand and non-demand), 3-lead ECG monitoring, 3-lead ECG cable (non-12-lead units only), QUIK-COMBO® therapy cable, 100mm printer, 2 rolls 100mm printer paper, 2 QUIK-COMBO Adult electrodes, operating instructions, inservice DVD, and test load. (Batteries and carry case not included.)

#### **Options & Ship kit items:**

##### **SpO<sub>2</sub> Pulse Oximetry (for configurations with SpO<sub>2</sub> monitoring only)**

Red LNCS patient cable and sample LNCS disposable sensor pack.

##### **CO and/or Methemoglobin Monitoring**

##### **(for configurations with SpCO and/or SpMet monitoring)**

Includes 8-foot Masimo SET® Rainbow® adult reusable direct connect sensor.

##### **12-Lead ECG Monitoring (Glasgow interpretive algorithm)**

Includes 5-foot main trunk cable, 4-wire limb lead attachment, 6-wire precordial lead attachment.

##### **Noninvasive Blood Pressure (NIBP)**

Includes 2-foot (stretches to 9-foot) coiled hose and reusable adult cuff.

##### **Capnography (EtCO<sub>2</sub>)**

Includes a sample FilterLine® and CapnoLine® kit.

##### **Bluetooth®**

Provides Bluetooth wireless data communication, allowing communication between the LIFEPAK 15 monitor/defibrillator and Bluetooth-enabled LIFENET® system gateways (sold separately).

##### **Premium Trending Software for Vital Signs**

Includes ST measurement trending.

##### **Two Invasive Pressure Channels (IP)**

Includes premium trending software package.

## Exhibit 3

**All configurations include the following features:**

ADAPTIV™ Biphasic Technology  
 Manual & AED External Defibrillation  
 8.4" Color LCD Screen  
 CPR Metronome  
 Noninvasive Pacing (Demand & Non-Demand)  
 3-Lead ECG Monitoring  
 100mm Printer


**Additional features are included with the following configurations:**

CATALOG #	ESSENTIAL FEATURE CONFIGURATIONS	U.S. PRICE
99577-000185	No additional features beyond those listed above	\$12,995.00
99577-000033	Bluetooth	\$13,595.00
99577-000064	Trending, 12-Lead ECG	\$21,995.00
99577-000001	Trending, 12-Lead ECG, Bluetooth	\$22,595.00
99577-000054	SpO <sub>2</sub>	\$14,695.00
99577-000034	SpO <sub>2</sub> , Bluetooth	\$15,295.00
99577-000083	SpO <sub>2</sub> , Carbon Monoxide	\$17,695.00
99577-000035	SpO <sub>2</sub> , Carbon Monoxide, Bluetooth	\$18,295.00
<b>MID-LEVEL CONFIGURATIONS</b>		
99577-000080	SpO <sub>2</sub> , 12-Lead ECG	\$23,095.00
99577-000036	SpO <sub>2</sub> , 12-Lead ECG, Bluetooth	\$23,695.00
99577-000081	SpO <sub>2</sub> , EtCO <sub>2</sub> , 12-Lead ECG	\$27,795.00
99577-000037	SpO <sub>2</sub> , EtCO <sub>2</sub> , 12-Lead ECG, Bluetooth	\$28,395.00
99577-000063	Trending, SpO <sub>2</sub> , NIBP	\$17,595.00
99577-000038	Trending, SpO <sub>2</sub> , NIBP, Bluetooth	\$18,195.00
99577-000095	Trending, SpO <sub>2</sub> , NIBP, 2 Invasive Pressure Channels	\$20,395.00
99577-000039	Trending, SpO <sub>2</sub> , NIBP, 2 Invasive Pressure Channels, Bluetooth	\$20,995.00
99577-000089	Trending, SpO <sub>2</sub> , NIBP, Carbon Monoxide	\$20,595.00
99577-000040	Trending, SpO <sub>2</sub> , NIBP, Carbon Monoxide, Bluetooth	\$21,195.00
99577-000093	Trending, SpO <sub>2</sub> , NIBP, EtCO <sub>2</sub>	\$22,295.00
99577-000041	Trending, SpO <sub>2</sub> , NIBP, EtCO <sub>2</sub> , Bluetooth	\$22,895.00
99577-000077	Trending, SpO <sub>2</sub> , NIBP, EtCO <sub>2</sub> , Carbon Monoxide	\$25,295.00
99577-000042	Trending, SpO <sub>2</sub> , NIBP, EtCO <sub>2</sub> , Carbon Monoxide, Bluetooth	\$25,895.00
99577-000076	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG	\$26,595.00
99577-000043	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, Bluetooth	\$27,195.00
<b>FULLY-FEATURED CONFIGURATIONS</b>		
99577-000068	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, Carbon Monoxide	\$29,595.00
99577-000044	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, Carbon Monoxide, Bluetooth	\$30,195.00
99577-000061	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub>	\$29,395.00
99577-000045	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , Bluetooth	\$29,995.00
99577-000055	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , Carbon Monoxide	\$32,395.00
99577-000046	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , Carbon Monoxide, Bluetooth	\$32,995.00
99577-000056	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , Carbon Monoxide, Methemoglobin	\$35,395.00
99577-000047	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , Carbon Monoxide, Methemoglobin, Bluetooth	\$35,995.00
99577-000091	Trending, SpO <sub>2</sub> , NIBP, EtCO <sub>2</sub> , 2 Invasive Pressure Channels	\$24,595.00
99577-000048	Trending, SpO <sub>2</sub> , NIBP, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Bluetooth	\$25,195.00
99577-000087	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels	\$31,295.00
99577-000049	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Bluetooth	\$31,895.00
99577-000086	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Methemoglobin	\$34,295.00
99577-000050	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Methemoglobin, Bluetooth	\$34,895.00
99577-000085	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Carbon Monoxide	\$34,295.00
99577-000051	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Carbon Monoxide, Bluetooth	\$34,895.00
99577-000052	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Carbon Monoxide, Methemoglobin	\$37,295.00
99577-000006	Trending, SpO <sub>2</sub> , NIBP, 12-Lead ECG, EtCO <sub>2</sub> , 2 Invasive Pressure Channels, Carbon Monoxide, Methemoglobin, Bluetooth	\$37,895.00

### Exhibit 3

CATALOG #	POWER OPTIONS	U.S. PRICE
	(monitor/defibrillator requires 2 batteries for operation)	
21330-001176	<b>Lithium-ion Battery, 5.7 Amp Hour Capacity</b> Rechargeable lithium-ion, with fuel gauge.	\$379.00
11577-000004	<b>Station Battery Charger</b> AC operation for stationary applications, for use with the above battery. Includes AC power cord, mounting bracket and operating instructions. (Batteries not included.)	\$1,495.00
11577-000011	<b>Mobile Battery Charger</b> DC and AC operation for mobile transport applications, for use with the above battery. Includes AC and DC power cords, mounting bracket and operating instructions. (Batteries not included.)	\$1,625.00
<b>ECG MONITORING AND THERAPY DELIVERY ACCESSORIES</b>		
11110-000029	<b>3-Wire ECG Cable</b> Right angle connector.	\$110.00
11110-000066	<b>5-Wire ECG Cable</b> Right angle connector. 4 limb wire plus 1 chest lead, labeled "V1" on the LIFEPAK 15 monitor/defibrillator reports.	\$199.00
11113-000004	<b>QUIK-COMBO Therapy Cable</b> For use with LIFEPAK 15 monitor/defibrillator.	\$305.00
11110-000111	<b>12-Lead ECG Patient Cable</b> Main 5-foot trunk (right angle connector).	\$192.00
11110-000110	Main trunk 8-foot (right angle connector).	\$197.00
11110-000102	4-wire limb lead attachment.	\$65.00
11110-000103	6-wire precordial lead attachment.	\$100.00
11130-000061	<b>Standard Hard Paddles</b> 1 pair, for use with LIFEPAK 15 monitor/defibrillator.	\$550.00
11133-000001	<b>Pediatric Paddle, External, 1 each (2 required)</b> Slips onto standard adult hard paddle.	\$73.00

# Exhibit 3

CATALOG #	MASIMO SET SENSORS FOR LIFEPAK 12, 15 AND 20/20e DEFIBRILLATOR/MONITORS	U.S. PRICE
		
11171-000017	Masimo SET LNCS Adult Reusable Sensor	\$270.00
11171-000018	Masimo SET LNCS Pediatric Reusable Sensor	\$270.00
11171-000019	Masimo SET LNCS Adult Disposable Sensors (20/box)	\$300.00
11171-000020	Masimo SET LNCS Pediatric Disposable Sensors (20/box)	\$340.00
11171-000028	Masimo SET LNCS Neonatal L Adhesive Disposable Sensor (20/box)	\$420.00
11171-000029	Masimo SET LNCS Neonatal Pt L Adhesive Disposable Sensor (20/box)	\$460.00
11171-000031	Masimo SET LNCS Infant Adhesive Disposable Sensor (20/box)	\$420.00
<b>MASIMO SET SPO2, SPCO AND SPMET CABLES AND SENSORS FOR THE LIFEPAK 15 MONITOR/DEFIBRILLATOR</b>		
11996-000323	Masimo SET RED LNCS Patient Cable - 4 feet	\$147.00
11996-000324	Masimo SET RED LNCS Patient Cable - 10 feet	\$172.00
11996-000325	Masimo SET RED LNCS Patient Cable - 14 feet	\$207.00
11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 feet	\$295.00
11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 feet	\$495.00
11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 feet	\$295.00
11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 feet	\$495.00
11996-000335	Masimo SET Rainbow DCI-dc3, Adult Reusable Direct Connect Sensor - 3 feet	\$495.00
11171-000032	Masimo SET Rainbow DCI-dc8, Adult Reusable Direct Connect Sensor - 8 feet	\$695.00
11996-000336	Masimo SET Rainbow DCI-dc12, Adult Reusable Direct Connect Sensor - 12 feet	\$695.00
11996-000337	Masimo SET Rainbow DCIP-dc3, Pediatric Reusable Direct Connect Sensor - 3 feet	\$695.00
11171-000323	Masimo SET Rainbow DCIP-dc8, Pediatric Reusable Direct Connect Sensor - 8 feet	\$795.00
11996-000338	Masimo SET Rainbow DCIP-dc12, Pediatric Reusable Direct Connect Sensor - 12 feet	\$895.00

## FREQUENTLY ORDERED DISPOSABLE PRODUCTS

*Refer to Disposables Price List for a complete list of disposable products and volume-based discounting.*

# Exhibit 3

CATALOG #	NIBP ACCESSORIES	U.S. PRICE
21300-007300	<b>NIBP Tubing - Coiled, 2-9 feet</b> For use with LIFEPAK 15 monitor/defibrillator.	\$48.00
21300-007299	<b>NIBP Tubing - 9 foot</b> For use with LIFEPAK 15 monitor/defibrillator.	\$48.00
21300-007298	<b>NIBP Tubing - 12 foot</b> For use with LIFEPAK 15 monitor/defibrillator.	\$48.00
11996-000024	<b>Adult Cuff - 14x37.5 cm Reusable</b>	\$26.00
11996-000025	<b>Large Adult Cuff - 16x42 cm Reusable</b>	\$29.00
11996-000023	<b>Small Adult Cuff - 12x30 cm Reusable</b>	\$25.00
11996-000022	<b>Child Cuff (Pediatric) - 9x27 cm Reusable</b>	\$21.00
11996-000021	<b>Small Child Cuff - 7x21 cm Reusable</b>	\$21.00
11996-000026	<b>Thigh Cuff - 20x54 cm Reusable</b>	\$122.00
11996-000020	<b>Infant Cuff - 6x18 cm Reusable</b>	\$18.00
<b>COMMUNICATION ACCESSORIES</b>		
11110-000044	<b>Analog ECG Output Cable</b>	\$71.00
11230-000020	<b>LIFEPAK 15 and LIFEPAK 12 Unit to Serial Port Cable</b>	\$99.00
<b>TRAINING TOOLS AND TESTERS</b>		
11996-000310	<b>QUIK-COMBO 3-Lead Patient Simulator with Cable</b> Select from 17 ECG rhythms including: fibrillations, tachycardias and bradycardias.	\$655.00
11996-000311	<b>QUIK-COMBO 12-Lead Patient Simulator with Cable</b> Generates fibrillations, tachycardias, and bradycardias, as well as ST segment and T wave abnormalities.	\$755.00
11998-000160	<b>QUIK-COMBO Therapy Cable Tester</b>	\$217.00
11998-000060	<b>Defibrillator Checker</b> For hard paddles.	\$321.00
21330-001365	<b>Test Load</b> For use with QUIK-COMBO therapy cable.	\$84.00
<b>CARRYING CASES AND MOUNTING OPTIONS</b>		
11577-000002	<b>Standard Carrying Case</b> Includes right pouch and left pouch. For use with LIFEPAK 15 monitor/defibrillator.	\$250.00
11260-000039	<b>Back Pouch</b>	\$65.00
11577-000001	<b>Shoulder Strap</b>	\$28.00
11220-000028	<b>Top Pouch</b> Storage for sensors and electrodes; insert in place of standard paddles.	\$46.00



### Exhibit 3

CATALOG #	LITERATURE AND TRAINING MATERIALS	U.S. PRICE
26500-002408	<b>Operating Instructions: LIFEPAK 15 Monitor/Defibrillator</b> One included per unit at no charge.	\$56.00
21330-001357	<b>Inservice Video: LIFEPAK 15 Monitor/Defibrillator</b> One included per unit at no charge. DVD format.	\$27.00
44500-000001	<b>12-Leads Made Easy</b> Web-based training program covering 12-Lead ECG basics, STEMI recognition, STEMI imposters, rapid 12-lead acquisition, and over 125 real 12-lead ECG samples. Eligible EMS and nursing participants receive 5 hours of continuing education credit upon successful completion of the final exam. Price is per person and provides access for one year.	\$49.00

## Exhibit 3

---

### ORDERING / TERMS / CONDITIONS

---

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

#### To Order Online

<http://store.physio-control.com>

#### To Order by Telephone

1 (800) 442-1142

#### To Order by Fax

1 (800) 731-9056 Equipment

1 (800) 426-8049 Disposables, Accessories, Parts

#### U.S. Policy on Purchase Orders

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of Physio-Control notification to applicant of the adverse action taken. Prices are subject to change without notice.

#### Shipping Terms

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

#### Sales Terms

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices subject to change without notice. Please contact Physio-Control for current prices.

#### Returned Products

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

#### Warranty

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published September 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)

---



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel: 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



# **LIFEPAK® 12** DEFIBRILLATOR/MONITOR

---

## **U.S. PRICE LIST**

**September 2009**

## Exhibit 3

---

### PRODUCT DESCRIPTION

#### **LIFEPAK® 12 Defibrillator/Monitor with ADAPTIV™**

##### **Biphasic Waveform**

Includes manual external defibrillation, 3-lead ECG cable (non-12-lead units only), QUIK-COMBO® therapy cable, 50 mm printer, 3-pack ECG electrodes, 3 rolls 50 mm paper, operating instructions, in-service video, service manual on CD-ROM, therapy connector guard and test load. (Batteries and carry case not included.)

##### **EL Display**

Optional electroluminescent display.

##### **AED (Automated External Defibrillation)**

##### **Noninvasive Pacing, demand and non-demand**

##### **SpO<sub>2</sub> Pulse Oximetry (SpO<sub>2</sub>)**

Includes 4-foot cable and a sample disposable sensor pack. Optional reusable sensor available.

##### **12-Lead ECG Monitoring**

Includes 5-foot main trunk cable, 4-wire limb lead attachment, 6-wire precordial lead attachment, 2 each 3-pack and 1 each 4-pack of ECG electrodes, 100 mm printer and 2 rolls of paper (in place of 50 mm printer and paper). Optional 8-foot main trunk cable available.

##### **Noninvasive Blood Pressure (NIBP)**

Includes 2-foot (stretches to 9-foot) coiled hose and reusable adult cuff.

##### **Capnography (EtCO<sub>2</sub>)**

Includes 100 mm printer (REQUIRED) and 2 rolls of paper (in place of 50 mm printer and paper) and a 5-lead ECG cable.

##### **Fax Transmission**

Enables LIFEPAK 12 unit to transmit 12-Lead reports to a remote fax machine (requires internal modem or external modem). (Not compatible with LIFENET® Blue Upgrade.)

##### **100 mm Printer**

Includes a 5-wire ECG cable, 100 mm printer, and 2 rolls of paper (in place of 50 mm printer and paper).

##### **LIFEPAK 12 Voice Recorder Accessory**

Includes one USB cable and CD containing voice recorder software for a Windows® 2000 or 98 SE PC. (Carrying case not available to fit this configuration.)

##### **Two Invasive Pressure Channels (IP)**

Includes Premium (trending) software package, 100 mm printer, and 2 rolls of paper (in place of 50 mm printer and paper), and a 5-lead ECG cable.

##### **Premium (Trending) Software for Vital Signs**

Includes ST measurement trending.

# Exhibit 3

CATALOG #	CONFIGURATIONS/FEATURES	U.S. PRICE
99400-003486	Basic Bi, AED, EL, Pace, 50 mm	\$10,995.00
99400-003499	Basic Bi, AED, EL, Pace, Trend, Fax, 100 mm, 12-Lead	\$18,495.00
99400-003493	Basic Bi, AED, EL, Pace, Trend, Fax, 100 mm, 12-Lead, CO <sub>2</sub>	\$22,395.00
99400-003487	Basic Bi, AED, EL, Pace, 50 mm, NIBP	\$13,795.00
99400-003511	Basic Bi, AED, EL, Pace, Trend, Fax, 100 mm, NIBP, 12-Lead	\$21,295.00
99400-003488	Basic Bi, AED, EL, Pace, 50 mm, SpO <sub>2</sub>	\$12,295.00
99400-003494	Basic Bi, AED, EL, Pace, Trend, Fax, 100 mm, SpO <sub>2</sub> , 12-Lead	\$19,795.00
99400-003518	Basic Bi, AED, EL, Pace, Trend, Fax, 100 mm, SpO <sub>2</sub> , 12-Lead, CO <sub>2</sub>	\$23,695.00
99400-003521	Basic Bi, AED, EL, Pace, Trend, 100 mm, SpO <sub>2</sub> , CO <sub>2</sub>	\$16,195.00
99400-003489	Mid Bi, AED, EL, Pace, Trend, 100 mm, SpO <sub>2</sub> , NIBP	\$14,495.00
99400-003495	Mid Bi, AED, EL, Pace, Trend, Fax, 100 mm, SpO <sub>2</sub> , NIBP, 12-Lead	\$21,995.00
99400-003490	Mid Bi, AED, EL, Pace, Trend, 100 mm, SpO <sub>2</sub> , NIBP, CO <sub>2</sub>	\$18,395.00
99400-003491	Mid Bi, AED, EL, Pace, Trend, 100 mm, SpO <sub>2</sub> , NIBP, CO <sub>2</sub> , IP	\$20,295.00
99400-003492	Mid Bi, AED, EL, Pace, Trend, 100 mm, SpO <sub>2</sub> , NIBP, IP	\$16,395.00
99400-003505	Loaded Bi, AED, EL, Pace, Trend, Fax, 100 mm, SpO <sub>2</sub> , NIBP, 12-Lead, CO <sub>2</sub> (requires modem and modem door)	\$24,995.00
99400-003496	Loaded Bi, AED, EL, Pace, Trend, Fax, 100 mm, SpO <sub>2</sub> , NIBP, 12-Lead, CO <sub>2</sub> , IP (requires modem and modem door)	\$26,895.00

### Exhibit 3

CATALOG #	UPGRADE OPTIONS FOR BIPHASIC LIFEPAK 12 DEVICES	U.S. PRICE
	Price includes upgrade to current software version and field service installation on site or at factory. (Additional charges may apply depending on location.)	
UPG12ECG	<b>12-Lead ECG Monitoring Option Field Service Upgrade</b> 100 mm printer REQUIRED. 100 mm Printer Hardware kit (PRT100) will be added to all quotes and orders unless Upgrade Order Entry Specialist verifies the unit already has a 100 mm printer.	\$8,450.00
UPG12CO2	<b>EtCO<sub>2</sub> Option Field Service Upgrade</b> 100 mm printer REQUIRED. 100 mm Printer Hardware kit (PRT100) will be added to all quotes and orders unless Upgrade Order Entry Specialist verifies the unit already has a 100 mm printer.	\$5,150.00
UPG12TREND	<b>Premium (Trending) Software Upgrade</b> Includes all features in UPG12SW (below), plus; transmission and trending of vital signs, including ST measurement. 100 mm printer REQUIRED. 100 mm Printer Hardware kit (PRT100) will be added to all quotes and orders unless Upgrade Order Entry Specialist verifies the unit already has a 100 mm printer.	\$795.00
UPG12IP	<b>Two Invasive Pressure Channels (IP) Upgrade</b> 100 mm printer REQUIRED. 100 mm Printer Hardware kit (PRT100) will be added to all quotes and orders unless Upgrade Order Entry Specialist verifies the unit already has a 100 mm printer. Includes Premium (Trending) software package.	\$2,895.00
PRT100	<b>Printer Hardware Kit Option</b> Required with 12-Lead ECG, EtCO <sub>2</sub> , IP, and Premium (Trending) Software Field Service Upgrades if unit does not have a 100 mm printer.	\$250.00
UPG12PRT100	<b>100 mm Printer Field Service Upgrade</b> Includes a 5-wire ECG cable, software update to support 3 channel waveform display configuration (if necessary), 100 mm printer, and 2 rolls of paper.	\$985.00
UPG12NIBP	<b>NIBP Option Field Service Upgrade</b>	\$3,300.00
UPG12PACE	<b>Pacing Option Field Service Upgrade</b> Includes QUIK-COMBO cable.	\$1,800.00
UPG12SPO2M	<b>SpO<sub>2</sub> Option Field Service Upgrade, Masimo</b>	\$1,750.00
UPG12EL	<b>EL Display w/Software and New Keypad</b>	\$2,295.00
UPG12BLUE	<b>LIFENET Blue</b> Wireless Data Transfer upgrade for LIFEPAK 12 biphasic only with 4 MB memory. Provides cable replacement with bluetooth wireless data communication for LN EMS customers and for transmission of 12-lead ECG data via a bluetooth enabled cell phone to a remote LIFENET Receiving Station. Not available with fax option.	\$649.00
UPG12 SYNC	<b>Sync Through Therapy Cable</b>	\$1,395.00
UPG12AED	<b>Add AED Feature</b>	\$695.00
UPG12FAX	<b>Fax Transmission Software Field Service Upgrade</b> Requires additional modem and modem door assembly.	\$315.00
UPG12KEYPAD	<b>Lead/Select Keypad Upgrade</b>	\$595.00
UPG12VREC	<b>Voice Recorder Accessory Field Service Upgrade</b> Requires additional modem and modem door assembly.	\$1,550.00
UPG12SW	<b>Software upgrade to latest version.</b> Must be installed by qualified Physio-Control service person. Price includes labor and local mileage.	\$595.00

### Exhibit 3

<b>POWER OPTIONS</b>		
(defibrillator/monitor requires 2 batteries for operation)		
11141-000044	<b>FASTPAK® Battery, 1.2 Amp Hour Capacity</b> Rechargeable nickel-cadmium.	\$133.00
11141-000025	<b>FASTPAK 2 Battery, 1.2 Amp Hour Capacity</b> Rechargeable nickel-cadmium, with fuel gauge.	\$152.00
11141-000026	<b>LIFEPAK NiCd Battery, 2.4 Amp Hour Capacity</b> Rechargeable nickel-cadmium, with fuel gauge. Must be used with an AC or DC Power Adapter that is compatible with 2.4 amp hour batteries.	\$268.00
11141-000028	<b>LIFEPAK SLA Battery</b> Rechargeable, sealed, lead-acid, 2.5 amp hour capacity.	\$202.00
99996-000009	<b>MBSS Mobile Battery Service Station</b> DC and AC operation for mobile transport applications, for use with any of the above batteries. Includes AC power cord, mounting bracket and users manual. (Batteries and DC cable not included.)	\$1,425.00
99996-000010	<b>Bracket for Vertical or Horizontal Mounting of the MBSS Charger</b>	\$119.00
99996-000011	<b>12 volt DC Cable for MBSS Charger</b>	\$69.00
99407-000002	<b>Battery Support System 2</b> For use with any of the above batteries. Includes power cord and operating instructions. (Batteries not included.)	\$1,725.00
11210-000002	<b>Wall Mount Bracket for Battery Support System 2</b>	\$94.00
11400-000038	<b>AC Power Adapter</b>	\$855.00
11110-000051	<b>Power Adapter Extension Cable for Use with LIFEPAK 12</b> Optional use with AC Power Adapter.	\$97.00
<b>ECG MONITORING AND THERAPY DELIVERY ACCESSORIES</b>		
11110-000029	<b>3-Wire ECG Cable</b> Right angle connector.	\$110.00
11110-000066	<b>5-Wire ECG Cable</b> Right angle connector. 4 limb wire plus 1 chest lead, labeled "V1" on the LIFEPAK 12 reports.	\$199.00
11110-000040	<b>QUIK-COMBO Therapy Cable</b>	\$305.00
11110-000111	<b>12-Lead ECG Patient Cable</b> Main 5-foot trunk (right angle connector).	\$192.00
11110-000110	Main trunk 8-foot (right angle connector).	\$197.00
11110-000102	4-wire limb lead attachment.	\$65.00
11110-000103	6-wire pre-cordial lead attachment.	\$100.00
11110-000052	<b>FAST-PATCH® Adapter Cable</b> For use with the QUIK-COMBO therapy cable.	\$231.00
11130-000001	<b>Standard Hard Paddles</b> 1 pair, for use with LIFEPAK 12 defibrillator/monitor.	\$550.00

### Exhibit 3

CATALOG #	ECG MONITORING AND THERAPY DELIVERY ACCESSORIES <i>continued</i>	U.S. PRICE
11133-000001	<b>Pediatric Paddle, External, 1 Each (2 Required)</b> Slips onto standard adult or external sterilizable paddle.	\$73.00
11134-000003	<b>External Sterilizable Paddles</b> 1 pair, for use with LIFEPAK 12 defibrillator/monitor.	\$560.00
11131-000001	<b>Internal Paddle Handles with Discharge Control</b> 1 pair, for use with LIFEPAK 12 defibrillator/monitor.	\$619.00
11131-000010	<b>Internal Paddles – 1 Inch Size (6.25" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000011	<b>Internal Paddles – 1.5 Inch Size (6.00" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000021	<b>Internal Paddles – 1.5 Inch Size (9.00" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000024	<b>Internal Paddles – 1.5 Inch Size (14.25" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000012	<b>Internal Paddles – 2 Inch Size (5.75" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000022	<b>Internal Paddles – 2 Inch Size (8.75" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000013	<b>Internal Paddles – 2.5 Inch Size (5.50" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000019	<b>Internal Paddles – 2.5 Inch Size (8.50" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000014	<b>Internal Paddles – 3.5 Inch Size (5.00" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000023	<b>Internal Paddles – 3.5 Inch Size (8.00" Shaft Length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00

#### FREQUENTLY ORDERED DISPOSABLE PRODUCTS

*Refer to Disposables Price List for a complete list of disposable products and volume-based discounting.*



### Exhibit 3

CATALOG #	COMMUNICATION ACCESSORIES	U.S. PRICE
11150-000015	<b>Internal Modem (PC Card Modem) – For Cellular and Land Transmission</b> Requires modem door assembly.	\$275.00
11150-000009	<b>Modem Door Assembly</b>	\$52.00
11150-000010	<b>External Modem – For Land Transmission Only</b> Requires external modem cable.	\$261.00
11150-000007	<b>LIFEPAK 12 Unit to External Modem Cable – 6 Foot</b>	\$99.00
11150-000008	<b>LIFEPAK 12 Unit to External Modem Cable – 10 Foot</b>	\$104.00
11230-000005	<b>LIFEPAK 12 Unit to PC Serial Port Cable</b> Use with LIFENET system.	\$99.00
11110-000055	<b>LIFEPAK 12 Configuration Transfer Cable</b>	\$99.00
11110-000044	<b>Analog ECG Output Cable</b>	\$120.00
<hr/>		
	<b>TRAINING TOOLS AND TESTERS</b>	
11996-000310	<b>QUIK-COMBO 3-Lead Patient Simulator with Cable</b> Connects directly to LIFEPAK defibrillator for safe, interactive training. Select from 17 ECG rhythms including: fibrillations, tachycardias and bradycardias.	\$655.00
11996-000311	<b>QUIK-COMBO 12-Lead Patient Simulator with Cable</b> Connects directly to LIFEPAK defibrillator for safe simulation of cardioversion and electrical capture. Generates fibrillations, tachycardias, and bradycardias, as well as ST segment and T wave abnormalities. Note: Not all LIFEPAK devices have a 12-Lead ECG feature.	\$755.00
11998-000011	<b>QUIK-COMBO Test Post Adapter Kit</b>	\$84.00
11998-000160	<b>QUIK-COMBO Therapy Cable Tester</b>	\$174.00
11998-000060	<b>Defibrillator Checker</b> For hard paddles.	\$321.00
21330-001365	<b>Test Load</b> For use with QUIK-COMBO therapy cable. One included per unit at no charge.	\$84.00
<hr/>		
	<b>CARRYING CASES AND MOUNTING OPTIONS</b>	
11260-000030	<b>Basic Carrying Case</b> Includes shoulder strap, right pouch, left pouch and front cover.	\$250.00
11260-000032	<b>Carrying Case for use with LIFEPAK 12 Defibrillator/Monitor with AC Power Adapter</b> Includes shoulder strap, right pouch, left pouch and front cover.	\$265.00
11260-000033	<b>Carrying Case for use with LIFEPAK 12 Defibrillator/Monitor with Voice Recorder</b> Includes shoulder strap, right pouch, left pouch and front cover.	\$265.00
11260-000029	<b>Back pouch, ideal for additional accessory storage</b> (not recommended for use with SLA batteries)	\$69.00
11260-000010	<b>Replacement Shoulder Strap</b>	\$28.00
11220-000028	<b>Top Pouch</b> Storage for sensors and electrodes; insert in place of standard paddles.	\$46.00
21300-006361	<b>Carrying Case Base and Side Supports Replacement</b>	\$115.00
21300-007203	<b>Right Pouch Replacement</b> (Note: Included with basic case)	\$71.00

### Exhibit 3

CATALOG #	CARRYING CASES AND MOUNTING OPTIONS <i>continued</i>	U.S. PRICE
21300-007201	<b>Left Pouch Replacement</b> (Note: Included with basic case)	\$78.00
11220-000033	<b>Front Cover</b> Soft plastic cover for display and keypads; included with basic carrying case. Cannot be used with Removable Acrylic Screen Shield.	\$33.00
11998-000063	<b>Removable Acrylic Screen Shield</b> Hard acrylic shield for display protection. Cannot be used with front cover.	\$42.00
11996-000157	<b>LIFESTAND™, Mobile Roll Stand Designed for LIFEPAK 12 Defibrillator/Monitor</b>	\$749.00
11996-000309	<b>Surface Mount Bracket</b> Designed to securely mount the LIFEPAK 12 defibrillator/monitor in an ambulance. Bracket is lightweight and suitable for use in aircraft.	\$725.00
<hr/>		
	<b>LITERATURE</b>	
26500-002481	<b>Operating Instructions: LIFEPAK 12 Defibrillator/Monitor Series</b> One included per unit at no charge.	\$56.00
26500-000168	<b>Operating Instructions: Battery Support System 2</b> One included per BSS2 at no charge.	\$17.00
26500-000213	<b>In-service Video: LIFEPAK 12 Defibrillator/Monitor</b> One included per unit at no charge. VHS format.	\$27.00
26500-000210	<b>LIFENET SYSTEM Video: A New Cardiac Care Model</b> VHS format.	\$17.00
26500-006152	<b>Service Manual on CD-ROM: LIFEPAK 12 Defibrillator/Monitor Series and BSS2 (Battery Support System 2)</b> One included per unit at no charge.	\$59.00
26500-000234	<b>Service Manual (Paper Version): LIFEPAK 12 Defibrillator/Monitor Series and BSS2 (Battery Support System 2)</b>	\$166.00
44500-000001	<b>12-Leads Made Easy</b> Web-based training program covering 12-lead ECG basics, STEMI recognition, STEMI imposters, rapid 12-lead acquisition, and over 125 real 12-lead ECG examples. Eligible EMS and nursing participants receive 5 hours of continuing education credit upon successful completion of the final exam.	\$49.00

## Exhibit 3

---

### ORDERING / TERMS / CONDITIONS

---

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control, Inc.

#### To Order Online

<http://store.physio-control.com>

#### To Order by Telephone

1 (800) 442-1142

#### To Order by Fax

1 (800) 731-9056 Equipment

1 (800) 426-8049 Disposables, Accessories, Parts

#### U.S. Policy on Purchase Orders

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of Physio-Control notification to applicant of the adverse action taken. Prices are subject to change without notice.

#### Shipping Terms

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

#### Sales Terms

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices subject to change without notice. Please contact Physio-Control for current prices.

#### Returned Products

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

#### Warranty

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published September 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)

---



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)

---

©2009 Physio-Control, Inc. All rights reserved. All names herein are trademarks or registered trademarks of their respective owners. Printed in USA.  
Prices and specifications subject to change without notice.  
GDR 3300330\_B

# LIFEPAK® 1000 DEFIBRILLATOR

---

## U.S. PRICE LIST

September 2009

### Exhibit 3

The default settings for the LIFEPAK® 1000 defibrillator shipped to you will address the 2005 AHA Guidelines. If you would like the device initially set up with a setting different than recommended by these guidelines (e.g., 2000 AHA Guidelines or to your particular protocol), please specify your initial setup requirements to the Medtronic ERS Product Service Specialist prior to preparation of the amended quote.

CATALOG#	PRODUCT DESCRIPTION	U.S. PRICE
	<b>LIFEPAK 1000 defibrillator with ADAPTIV™ biphasic waveform</b> Includes cprMAX™ technology.	
	<b>Base Product Package Includes:</b> 2 pairs of QUIK-COMBO® pacing/defibrillation/ECG electrodes with REDI-PAK™ preconnect system, Operating Instructions, Getting Started Guide, non-rechargeable Lithium Manganese Dioxide (LiMnO <sub>2</sub> ) battery, soft shell carrying case, shoulder strap, product CD, and 5-year warranty.	
99425-000023	<b>LIFEPAK 1000 defibrillator – Graphical Display</b> Includes all of the above Base Product Package items.	\$2,595.00
99425-000025	<b>LIFEPAK 1000 defibrillator – ECG Display, 3-wire</b> Includes all of the above Base Product Package items, 3-wire ECG Cable, accessory pouch for 3-wire cable and one pack of LIFE-PATCH® ECG electrode (3/pk).	\$3,195.00
<b>ELECTRODES AND CABLES</b>		
11996-000017	<b>EDGE System™ electrodes with QUIK-COMBO® connector and REDI-PAK™ preconnect system</b>	\$42.00/pair
11101-000017	<b>Infant/Child Reduced Energy Defibrillation Electrode starter kit</b> <i>[For use only with LIFEPAK® 500 Biphasic with pink connector or LIFEPAK 1000 defibrillator, LIFEPAK EXPRESS AED, or LIFEPAK CR Plus AED. For use on children less than 8 years of age or less than 55 lbs. (25 kg)]</i>	\$139.00
11101-000016	<b>Replacement Infant/Child Reduced Energy Defibrillation Electrodes</b>	\$99.00
11100-000001	<b>LIFE-PATCH ECG electrodes – adult, pregelled, package of 3 electrodes each</b>	\$1.50/pkg.
11111-000016	<b>3-wire ECG Cable (Lead II)</b>	\$200.00
<b>CARRYING CASES</b>		
11425-000006	<b>Complete soft shell carrying case</b>	\$149.00
11425-000002	<b>Replacement shoulder strap for soft shell carrying case</b>	\$35.00
11260-000023	<b>Hard shell, watertight carrying case</b>	\$265.00
11425-000001	<b>Accessory pouch for 3-wire cable and/or other accessories</b>	\$50.00
<b>BATTERIES</b>		
11141-000100	<b>LiMnO<sub>2</sub> Non-Rechargeable Battery Replacement Kit</b> Includes discharger and instructions on safe disposal of battery pak.	\$295.00
<b>TRAINING PRODUCTS</b>		
11996-000310	<b>QUIK-COMBO 3-Lead Patient Simulator</b> Simulates patient heart rhythms. Allows users to practice and demonstrate monitoring with the 3-wire ECG cable and defibrillation shocks. Simulates: asystole, bradycardia, normal sinus rhythm, ventricular fibrillation (VF) and ventricular tachycardia. Also simulates patient motion. Includes QUIK-COMBO cable, batteries, and operating instructions.	\$655.00

**Exhibit 3**

<b>CATALOG#</b>	<b>PRODUCT DESCRIPTION</b>	<b>U.S. PRICE</b>
<b>TRAINING PRODUCTS</b> <i>continued</i>		
11250-000052	<b>Clip-On Training Electrodes, for use with any QUIK-COMBO Patient Simulator</b> Allows users to practice defibrillation electrode placement. Includes instructions for use and five (5) pairs of reusable training electrodes.	\$58.00
11101-000003	<b>Replacement AED Training Electrodes</b> Five (5) pairs of reusable training electrodes. Adhesive electrode portion only.	\$36.00
<b>MISCELLANEOUS ACCESSORIES</b>		
11998-000321	<b>Ambu® Res-Cue Mask® First Responder kit</b> Includes 2 sets of disposable vinyl gloves, a reusable mouth barrier mask with valve and filter, a disposable razor, a disposable anti-microbial wipe, and 1 pair of trauma scissors. Can be attached to AED handle.	\$37.00
11998-000320	<b>Ambu Res-Cue Key® First Responder kit</b> Includes 2 sets of disposable vinyl gloves, a disposable CPR barrier, a disposable razor, a disposable anti-microbial wipe, and 1 pair of trauma scissors. Can be stored in AED carrying case.	\$29.00
<b>WALL MOUNTS, CABINETS, AND SIGNS</b>		
11210-000001	<b>Wall mount bracket for LIFEPAK 1000 or LIFEPAK 500 defibrillators</b>	\$92.00
11220-000079	<b>AED Wall Cabinet with alarm – surface mount, rolled edges</b> Steel finish wall cabinet with white trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$272.00
11220-000083	<b>AED Wall Cabinet with alarm and strobe – surface mount, rolled edges</b> Steel finish wall cabinet with white trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$335.00
11998-000292	<b>AED Wall Cabinet with alarm – semi-recessed, rolled edges</b> Steel finish wall cabinet with white trim. Surface mounted trim style with 3" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$267.00
11210-000026	<b>AED Wall Cabinet with alarm, fire rated – semi-recessed, rolled edges</b> Steel finish wall cabinet with white trim with 3" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$395.00
11998-000293	<b>AED Wall Cabinet with alarm – recessed, rolled edges</b> Steel finish wall cabinet with white trim. Recessed mounted trim style with 1.5" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$229.00
11210-000027	<b>AED Wall Cabinet with alarm, fire rated – recessed, square edges</b> Steel finish wall cabinet with white trim. Recessed mounted trim style with 1.5" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$375.00
11220-000076	<b>AED Wall Cabinet with alarm – surface mount, rolled edges</b> Steel, with stainless steel trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$453.00

### Exhibit 3

CATALOG#	PRODUCT DESCRIPTION	U.S. PRICE
<b>WALL MOUNTS, CABINETS, AND SIGNS</b> <i>continued</i>		
11220-000084	<b>AED Wall Cabinet with alarm and strobe – surface mount, rolled edges</b> Steel, with stainless steel trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$453.00
11220-000077	<b>AED Wall Cabinet with alarm – semi-recessed, rolled edges</b> Steel wall cabinet with stainless steel trim. Semi-recessed mounted trim style with 3" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$413.00
11220-000078	<b>AED Wall Cabinet with alarm – recessed, rolled edges</b> Steel finish wall cabinet with stainless steel trim. Recessed mounted trim style with 1.5" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$393.00
11210-000028	<b>AED Floor Stand Cabinet with alarm</b> White epoxy painted steel. 52" tall, 14" X 17-3/8" H X 7" deep. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$917.00
11210-000029	<b>AED Floor Stand Cabinet with alarm</b> Grey epoxy painted steel. 52" tall, 14" X 17-3/8" H X 7" deep. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus or LIFEPAK EXPRESS defibrillators.	\$953.00
21300-006797	<b>AED Cabinet Window Replacement Kit</b>	\$30.00
<b>AED WALL SIGNS</b>		
11210-000036	<b>AED Location Sign – flat, 8" X 8", with logo</b>	\$30.00
11210-000037	<b>AED Location Sign – flat, 10" X 10", with logo</b>	\$30.00
11210-000038	<b>AED Location Sign – flat, 8" X 8", without logo</b>	\$30.00
11210-000039	<b>AED Location Sign – flat, 10" X 10", without logo</b>	\$30.00
11210-000031	<b>AED Location Sign – T-mount, 8" X 8", with logo</b>	\$119.00
11210-000032	<b>AED Location Sign – T-mount, 10" X 10", with logo</b>	\$119.00
11210-000040	<b>AED Location Sign – T-mount, 8" X 8", without logo</b>	\$119.00
11210-000041	<b>AED Location Sign – T-mount, 10" X 10", without logo</b>	\$119.00
<b>LITERATURE AND TRAINING MATERIAL</b>		
26500-002156	<b>Quick Reference Instruction Card</b> Laminated easy reference AED and CPR instruction card. Fits inside the LIFEPAK 1000 defibrillator soft shell carrying case.	\$6.00
26500-001964	<b>LIFEPAK 1000 Operating Instructions (hard copy)</b> Instructions cover the following topics: Safety Information, Unpacking and Setup, Using the LIFEPAK 1000 defibrillator, Data Management and Transfer, Maintenance, and Troubleshooting. Also includes an operator's checklist.	\$15.00

### Exhibit 3

CATALOG#	PRODUCT DESCRIPTION	U.S. PRICE
	<b>LITERATURE AND TRAINING MATERIAL</b> <i>continued</i>	
26996-000014	<b>AED Challenge®, Web-Enabled</b> An interactive refresher training program that simulates cardiac arrest scenarios using LIFEPAK automated external defibrillators. Web-based training tool provides practice for AED personnel who are just learning to use an AED, and helps experienced AED users keep their skills sharp. Meets the American Heart Association 2005 guidelines. Not a replacement for initial training. Designed for responders who have completed initial CPR/AED classroom training.	\$40.00
26996-000015	<b>AED Challenge, CD-ROM</b> An interactive refresher training program that simulates cardiac arrest scenarios using LIFEPAK automated external defibrillators. PC training tool provides practice for AED personnel who are just	\$79.00
	<b>MEDICAL INFORMATICS PRODUCTS</b>	
21340-000505	<b>DT EXPRESS™ 4.0 Data Transfer Software</b> DT Express 4.0 data transfer software is a PC-based software application that allows LIFEPAK AEDs and LIFEPAK defibrillators to connect directly to a PC and then forward data on to another location. Users can download cases, add patient data, save patient data to disk, and print event logs, ECG data, and test log reports. Data can then be transferred out via modem to another PC running CODE-STAT™ data review software applications.  <i>CODE-STAT data review software cannot coexist on the same computer with DT EXPRESS 4.0 or LIFENET RS receiving station. CODE-STAT data review software does not support LIFEPAK 11 or FIRST MEDIC® products.</i>	\$299.00
21340-000495	<b>CODE-STAT 8.0 EMS Data Review Software with Advanced CPR Analytics</b>	\$1,799.00
21340-000500	<b>CODE-STAT 8.0 Hospital Data Review Software with Advanced CPR Analytics</b>  <b>CODE-STAT 8.0 Data Review Software</b> Recreate the incident on a PC with ECG. View each emergency case onscreen or through comprehensive reports. Create one seamless patient record by combining data from multiple defibrillators.	\$1,799.00
21340-000496	<b>CODE-STAT 8.0 EMS Client Software with Advanced CPR Analytics</b>	\$499.00
21340-000501	<b>CODE-STAT 8.0 Hospital Client Software with Advanced CPR Analytics</b>  <b>CODE-STAT 8.0 Client Software</b> Share your database with others in your organization. Install client software on their PCs (users must be in the same networked computer system). Easily and quickly share entire cases and ECG data and communicate with your medical director, administrator, and educators without shuffling paper.	\$499.00



### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
<b>MEDICAL INFORMATICS UPGRADES</b>		
21340-000506	<b>DT EXPRESS 4.0 Data Transfer Software Upgrade</b> All CODE-STAT Suite, DATA TRANSFER™ Plus users, and DT Express Version 1.0 users can upgrade to DT Express 4.0. Proof of purchase is required.	\$99.00
21340-000497	<b>CODE-STAT 8.0 EMS Data Review Software Upgrade</b> All previous versions of CODE-STAT Suite, SYSTEM VIEW™ or QUIK-VIEW™ can upgrade to CODE-STAT 8.0 Data Review Software. Proof of purchase is required.	\$299.00
21340-000498	<b>CODE-STAT 8.0 EMS Client Software – Upgrade</b> All previous versions of CODE-STAT Suite Client can upgrade to CODE-STAT Suite SYSTEM VIEW Version 8.0. Proof of purchase is required.  <b>Note:</b> Customers with earlier versions of CODE-STAT Suite can upgrade to an equivalent version (feature key equivalent) of CODE-STAT 8.0 Hospital Data Review Software.  For custom HOSPITAL upgrades, contact Steve Duke 800.426.8047, ext. 74284.	\$99.00
<b>DATA TRANSFER HARDWARE</b>		
21300-005026	<b>IrDA Adapter with USB Port (LIFENET DT Express Software Required)</b> Infrared wireless data communication cable for personal computer that works hand in hand with LIFENET DT Express 1.0 Information Management System to download event data from LIFEPAK CR Plus Defibrillator. Compatible with Windows® 98, Windows ME, Windows 2000 Professional, and Windows XP.	\$110.00
21300-005027	<b>IrDA Adapter with 9-pin Serial Port (LIFENET DT Express Software Required)</b> Infrared wireless data communication cable for personal computer that works hand in hand with LIFENET DT Express 1.0 Information Management System to download event data from LIFEPAK CR Plus Defibrillator. Compatible with Windows NT 4.0 (Service Pack 6a required), Windows 98, Windows ME, Windows 2000 Professional, and Windows XP.	\$74.00

**ORDERING / TERMS / CONDITIONS**

---

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**To Order Online**

<http://store.physio-control.com>

**To Order by Telephone**

1 (800) 442-1142

**To Order by Fax**

1 (800) 731-9056 Equipment

1 (800) 426-8049 Disposables, Accessories, Parts

**U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of notification by Physio-Control to applicant of the adverse action taken. Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices are subject to change without notice. Products and delivery schedules subject to availability.

**Returned Products**

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published September 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)

---



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



# **LUCAS™ 1** CHEST COMPRESSION SYSTEM

---

## **U.S. PRICE LIST**

**August 2009**

**LUCAS 1 CHEST COMPRESSION SYSTEM****Exhibit 3**

The LUCAS 1 Chest Compression System is used to perform external cardiac compressions on adult patients and is powered by compressed air supplied by a portable cylinder or wall outlet. LUCAS is designed to deliver effective, consistent, and uninterrupted chest compressions. It is stored and easily carried in a backpack. LUCAS is designed and manufactured by Jolife AB in Lund, Sweden, and distributed worldwide by Physio-Control.

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
99576-000008	<b>LUCAS 1 Chest Compression System</b> Includes base unit with connector air-hose and back plate, carrying bag, two (2) patient straps, stabilization strap, custom air pressure regulator, and Instructions for Use with each device	\$12,495.00

**LUCAS EXTENDED SERVICE PLANS**

Our tradition of providing customers with peace of mind, and service that sets the industry standard, continues with LUCAS. Our trained service representatives are ready to help you every step of the way with this exciting new technology.

LU999-001001	<b>Silver 2-Year Extended Service Plan — Included with purchase of LUCAS</b> The LUCAS Silver Extended Service Plan is included with the purchase of each LUCAS. It protects the customer for 2 years beyond the initial manufacturer warranty period on LUCAS, for a total of 3 years of protection. The key features of the Silver Extended Service Plan include: <ul style="list-style-type: none"><li>• 1-year manufacturer's warranty on device and accessories</li><li>• Performance inspection and preventative maintenance after the first and second years of use</li><li>• Fast turnaround with ship-in service by experienced, factory-trained, and authorized Service Representatives</li><li>• Service Reports maintained by Physio-Control and available for you to meet equipment maintenance requirements</li><li>• Technical support phone access</li></ul>	
LU999-001002	<b>Upgrade to Gold 2-Year Extended Service Plan</b> The Upgrade to Gold Extended Service Plan is an optional program for customers interested in service support to maximize your equipment uptime and equipment performance. The Upgrade to Gold Plan provides the same level of protection for your device as the Silver Plan, plus additional services including: <ul style="list-style-type: none"><li>• Physio-Control proactively schedules annual performance inspections – so your staff is free for other duties</li><li>• Extended coverage for parts and labor (provides a total of 3 years' coverage)</li><li>• Loaner equipment available during servicing – so interruptions to your lifesaving efforts are minimized</li><li>• Gold Extended Service Plan available at the end of term of the service plan</li></ul> The Upgrade to Gold Extended Service Plan must be ordered in a 2-year term.	\$998.00

---

**Exhibit 3**

---

**REPLACEMENT EQUIPMENT**

11996-000285	<b>LUCAS Air Pressure Regulator</b> Custom air pressure regulator for portable compressed air cylinders	\$499.00
11576-000035	<b>LUCAS Carrying Bag</b> Soft-sided backpack holds LUCAS Chest Compression System	\$475.00
21996-000064	<b>LUCAS Stabilization Strap</b>	\$80.00
11576-000037	<b>LUCAS Stabilization Strap (4 pack)</b> Support cushion straps to LUCAS to provide further stabilization relative to the patient and to prevent downward movement of LUCAS during operation	\$300.00
11576-000050	<b>Patient Strap</b> Secures the patient's arms to the support legs of LUCAS (1 pair)	\$85.00
11576-000051	<b>Patient Strap</b> Secures the patient's arms to the support legs of LUCAS (3 pack)	\$225.00

---

**ADDITIONAL EQUIPMENT**

21996-000061	<b>LUCAS Extension Hose</b> 11.5-ft extension air hose allows for a longer hose between the compressed air source and LUCAS	\$275.00
11996-000278	<b>LUCAS Connector – Chemetron Air</b>	\$289.00
11996-000279	<b>LUCAS Connector – Ohmeda Air</b>	\$289.00
11996-000280	<b>LUCAS Connector – Puritan Bennet Air</b>	\$289.00
11996-000281	<b>LUCAS Connector – Diss Air</b>	\$289.00
11996-000282	<b>LUCAS Connector – Schrader Air</b>	\$289.00
11996-000283	<b>LUCAS Connector – Oxequip Air</b>	\$289.00
11576-000052	<b>Back Plate Grip Tape</b>	\$35.00
11576-000053	<b>Back Plate Grip Tape (3 pack)</b>	\$90.00

---

**LITERATURE AND TRAINING MATERIALS**

26500-002559	<b>LUCAS Chest Compression System – Instructions for Use, U.S. English</b>	\$27.00
21996-000043	<b>LUCAS Chest Compression System – Product CD</b>	\$24.00

**ORDERING / TERMS / CONDITIONS**

---

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**For Orders and Information**

1 (877) 599-7771 Distributor Support Line

1 (877) 554-2959 Distributor Fax

ersdistributorsupport@medtronic.com

**U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of Physio-Control notification to applicant of the adverse action taken. Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices are subject to change without notice. Products and delivery schedules subject to availability.

**Returned Products**

Authorization must be obtained from Physio-Control before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

Designed and manufactured in Lund, Sweden by JOLIFE AB and distributed worldwide by Physio-Control, Inc.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published August 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



# **LIFEPAK EXPRESS®** DEFIBRILLATOR

---

## **U.S. PRICE LIST**

**September 2009**

**Exhibit 3**

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
80427-000134	<b>LIFEPAK EXPRESS Defibrillator Semiautomatic operation</b> Includes one (1) pair QUIK-PAK™ pacing/defibrillation/ECG electrodes with REDI-PAK™ preconnect system, one (1) CHARGE-PAK™, and one (1) Quick Reference instruction card installed in the device.  Also includes Operating Instructions and 5-year warranty.  <i>Optional</i>	\$1,995.00
21341-000037	<b>Custom software setting -- complete the "Customizing your LIFEPAK EXPRESS Defibrillator" worksheet to request alternative settings for the setup options on your LIFEPAK EXPRESS Defibrillator.</b> \$69.95/each	
<b>LIFEPAK EXPRESS DEFIBRILLATOR DEVICE ACCESSORIES</b>		
11403-000002	<b>Replacement Kit for CHARGE-PAK Charging Unit and QUIK-PAK pacing/defibrillation/ECG electrodes.</b> Includes one (1) set of electrodes, one (1) CHARGE-PAK charging unit, replacement instructions, and discharger for safe disposal of used CHARGE-PAK.	\$85.00
11403-000001	<b>Replacement Kit for CHARGE-PAK Charging Unit and QUIK-PAK pacing/defibrillation/ECG electrodes.</b> Includes two (2) sets of electrodes, one (1) CHARGE-PAK charging unit, replacement instructions, and discharger for safe disposal of used CHARGE-PAK.	\$104.00
11101-000017	<b>Infant/Child Reduced Energy Defibrillation Electrode Starter Kit</b> <i>[For use only with LIFEPAK 500 Biphasic AED with pink connector, LIFEPAK 1000 defibrillator, LIFEPAK EXPRESS AEDs, or LIFEPAK CR Plus AED. For use on children less than 8 years of age or less than 55 lbs (25 kg).]</i>	\$139.00
11101-000016	<b>Replacement Infant/Child Reduced Energy Defibrillation Electrodes</b>	\$99.00
21300-004576	<b>Complete Soft Shell Carrying Case</b>	\$59.00
11260-000015	<b>Hard-Shell Water-Tight Carrying Case</b>	\$210.00
11998-000321	<b>Ambu® Res-Cue Mask® First Responder Kit</b> Includes two (2) sets of disposable vinyl gloves, a reusable mouth barrier mask with valve and filter, a disposable razor, a disposable antimicrobial wipe, and one (1) pair of trauma scissors. Can be attached to LIFEPAK EXPRESS AED handle.	\$37.00
11998-000320	<b>Ambu Res-Cue Key® First Responder Kit</b> Includes two (2) sets of disposable vinyl gloves, a disposable CPR barrier, a disposable razor, a disposable antimicrobial wipe, and one (1) pair of trauma scissors. Can be stored in LIFEPAK EXPRESS AED carrying case.	\$29.00



**Exhibit 3**

<b>CATALOG #</b>	<b>PRODUCT DESCRIPTION</b>	<b>U.S. PRICE</b>
	<b>WALL MOUNTS AND WALL CABINETS</b>	
11210-000021	<b>Wall Mount Bracket for LIFEPAK CR Plus and LIFEPAK EXPRESS AEDs</b>	\$83.00
11220-000079	<b>AED Wall Cabinet with alarm – surface mount, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with white trim. Surface mounted trim style with 7" return.	\$272.00
11220-000083	<b>AED Wall Cabinet with alarm and strobe – surface mount, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with white trim. Surface mounted trim style with 7" return.	\$335.00
11998-000293	<b>AED Wall Cabinet with alarm – recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with white trim. Recessed mounted trim style with 1.5" return.	\$229.00
11998-000292	<b>AED Wall Cabinet with alarm – semi-recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with white trim. Surface mounted trim style with 3" return.	\$267.00
11210-000026	<b>AED Wall Cabinet with alarm, fire rated – semi-recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with white trim with 3" return.	\$395.00
11210-000027	<b>AED Wall Cabinet with alarm, fire rated – recessed, square edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with white trim. Recessed mounted trim style with 1.5" return.	\$375.00
11220-000076	<b>AED Wall Cabinet with alarm – surface mount, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel, with stainless steel trim. Surface mounted trim style with 7" return.	\$453.00
11220-000084	<b>AED Wall Cabinet with alarm and strobe – surface mount, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel, with stainless steel trim. Surface mounted trim style with 7" return.	\$453.00
11220-000077	<b>AED Wall Cabinet with alarm – semi-recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel wall cabinet with stainless steel trim. Semi-recessed mounted trim style with 3" return.	\$413.00
11220-000078	<b>AED Wall Cabinet with alarm – recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with stainless steel trim. Recessed mounted trim style with 1.5" return.	\$393.00
11210-000028	<b>AED Floor Stand Cabinet with alarm</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. White epoxy painted steel. 52" tall, 14"X 17-3/8" H X 7" deep.	\$917.00
11210-000029	<b>AED Floor Stand Cabinet with alarm</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Grey epoxy painted steel. 52" tall, 14"X 17-3/8" H X 7" deep.	\$953.00
21300-006797	<b>AED Cabinet Window replacement kit</b>	\$30.00

### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
<b>AED WALL SIGNS</b>		
11210-000036	AED Location Sign – flat, 8" X 8", with logo	\$30.00
11210-000037	AED Location Sign – flat, 10" X 10", with logo	\$30.00
11210-000038	AED Location Sign – flat, 8" X 8", without logo	\$30.00
11210-000039	AED Location Sign – flat, 10" X 10", without logo	\$30.00
11210-000031	AED Location Sign – T-mount, 8" X 8", with logo	\$119.00
11210-000032	AED Location Sign – T-mount, 10" X 10", with logo	\$119.00
11210-000040	AED Location Sign – T-mount, 8" X 8", without logo	\$119.00
11210-000041	AED Location Sign – T-mount, 10" X 10", without logo	\$119.00
<b>MEDICAL INFORMATICS PRODUCTS</b>		
21340-000505	<b>DT Express 4.0 Data Transfer Software</b> DT Express 4.0 data transfer software is a PC-based software application that allows LIFEPAK AEDs and LIFEPAK defibrillators to connect directly to a PC and then forward data on to another location. Users can download cases, add patient data, save patient data to disk, and print event logs, ECG data, and test log reports. Data can then be transferred out via modem to another PC running CODE-STAT™ data review software applications. Waveforms cannot be viewed onscreen.	\$299.00
	<b>CODE-STAT data review software cannot coexist on the same computer with DT Express 4.0 or LIFEPAK RS receiving station. CODE-STAT data review software does not support LIFEPAK 11 or FIRST MEDIC® products.</b>	
21340-000495	<b>CODE-STAT 8.0 EMS Data Review Software with Advanced CPR Analytics</b>	\$1,799.00
21340-000500	<b>CODE-STAT 8.0 Hospital Data Review Software with Advanced CPR Analytics</b>	\$1,799.00
	<b>CODE-STAT 8.0 Data Review Software</b> Recreate the incident on a PC with ECG. View each emergency case onscreen or through comprehensive reports. Create one seamless patient record by combining data from multiple defibrillators.	
21340-000496	<b>CODE-STAT 8.0 EMS Client Software with Advanced CPR Analytics</b>	\$499.00
21340-000501	<b>CODE-STAT 8.0 Hospital Client Software with Advanced CPR Analytics</b>	\$499.00
	<b>CODE-STAT 8.0 Client Software</b> Share your database with others in your organization. Install client software on their PCs (users must be in the same networked computer system). Easily and quickly share entire cases and ECG data and communicate with your medical director, administrator, and educators without shuffling paper.	

### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
<b>MEDICAL INFORMATICS UPGRADES</b>		
21340-000506	<b>LIFENET DT Express 4.0 Data Transfer Software Upgrade</b> All CODE-STAT Suite, DATA TRANSFER™ Plus users, and LIFENET DT Express Version 1.0 users can upgrade to LIFENET DT Express 4.0. Proof of purchase is required.	\$99.00
60600-000497	<b>CODE-STAT 8.0 EMS Data Review Software Upgrade</b> All previous versions of CODE-STAT Suite, SYSTEM VIEW™, or QUIK-VIEW™ can upgrade to CODE-STAT 8.0 Data Review Software. Proof of purchase is required.	\$299.00
60600-000498	<b>CODE-STAT 8.0 EMS Client Software – System Database and Review Upgrade</b> All previous versions of CODE-STAT Suite Client can upgrade to CODE-STAT Suite SYSTEM VIEW Version 8.0. Proof of purchase is required.  <b>Note:</b> Customers with earlier versions of CODE-STAT Suite can upgrade to an equivalent version (feature key equivalent) of CODE-STAT 8.0 Hospital Data Review Software.	\$99.00
<b>DATA TRANSFER HARDWARE</b>		
21300-005026	<b>IrDA Adapter with USB Port (LIFENET DT Express Software Required)</b> Infrared wireless data communication cable for personal computer that works hand in hand with LIFENET DT Express 1.0 Information Management System to download event data from LIFEPAK CR Plus Defibrillator. Compatible with Windows 98, Windows ME, Windows 2000 Professional, and Windows XP.	\$110.00
21300-005027	<b>IrDA Adapter with 9-pin Serial Port (LIFENET DT Express Software Required)</b> Infrared wireless data communication cable for personal computer that works hand in hand with LIFENET DT Express 1.0 Information Management System to download event data from LIFEPAK CR Plus Defibrillator. Compatible with Windows NT 4.0 (Service Pack 6a required), Windows 98, Windows ME, Windows 2000 Professional, and Windows XP.	\$74.00
<b>TRAINERS AND TRAINING ACCESSORIES</b>		
11250-000073	<b>LIFEPAK CR-T Training System</b> Includes one (1) AED trainer, remote control and cable, simulated CHARGE-PAK charging unit, five (5) pair training electrodes, carrying case, removable shock button cover, operating instructions, and batteries for the trainer and remote control. Mimics semiautomatic and fully automatic operation. Accommodates AHA Guidelines 2005 and 2000.	\$299.00
26500-001156	<b>Operating Instructions: LIFEPAK CR-T Training System</b>	\$15.00
11260-000014	<b>Replacement Carrying Case for Training System</b>	\$30.00
11250-000024	<b>Replacement Remote Control with Cable</b>	\$42.00

### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
<b>ELECTRODE TRAINING PRODUCT</b>		
11250-000012	<b>Adult AED QUIK-PAK Training Electrode Set</b> Consists of five (5) pair reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00
11250-000015	<b>Replacement Adult AED Training Electrodes</b> Five (5) pair reusable training electrodes. Adhesive electrode portion only. Cable/connector assembly and reusable foil pouch sold separately.	\$32.00
11250-000045	<b>Infant/Child AED Training Electrode Set</b> Consists of five (5) pair reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00
11250-000042	<b>Replacement Infant/Child AED Training Electrodes</b> Five (5) pair reusable training electrodes. Adhesive electrode portion only. Cable/connector assembly and reusable foil pouch sold separately.	\$35.00
<b>LITERATURE AND TRAINING MATERIAL</b>		
26996-000014	<b>AED Challenge®, Web-Enabled</b> An interactive refresher training program that simulates cardiac arrest scenarios using LIFEPAK automated external defibrillators. Web-based training tool provides practice for AED personnel who are just learning to use an AED, and helps experienced AED users keep their skills sharp. Meets the American Heart Association 2005 guidelines. Not a replacement for initial training. Designed for responders who have completed initial CPR/AED classroom training.	\$40.00
26996-000015	<b>AED Challenge CD-ROM</b> An interactive refresher training program that simulates cardiac arrest scenarios using LIFEPAK automated external defibrillators. PC training tool provides practice for AED personnel who are just learning to use an AED, and helps experienced AED users keep their skills sharp. Meets the American Heart Association 2005 Guidelines. Not a replacement for initial training. Designed for responders who have completed initial CPR/AED classroom training.	\$79.00
26500-001361	<b>LIFEPAK CR Plus/LIFEPAK EXPRESS defibrillators Operating Instructions (hard copy)</b> Instructions cover the following topics: Safety Information, Unpacking and Setup, Using the LIFEPAK CR Plus defibrillator, Data Management and Transfer, Maintenance, and Troubleshooting. Also includes an operator's checklist.	\$15.00
26500-002040	<b>Quick Reference Instruction Card</b> Easy reference AED and CPR instruction card. Fits inside the LIFEPAK CR Plus AED and LIFEPAK EXPRESS AED lid.	\$6.00

See also: LIFEPAK Heart Safe Solutions Price List for AED Program Management Solutions

**ORDERING / TERMS / CONDITIONS**

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**To Order Online**

<http://store.physio-control.com>

**To Order by Telephone**

1 (800) 442-1142

**To Order by Fax**

1 (800) 731-9056 Equipment

1 (800) 426-8049 Disposables, Accessories, Parts **U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of notification by Physio-Control to applicant of the adverse action taken. Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices are subject to change without notice. Products and delivery schedules subject to availability.

**Returned Products**

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

**Electrode Return Policy**

- Electrodes must have a minimum of 18 months of shelf life remaining.
- Only electrodes in unopened, undamaged packaging will be accepted.
- All returns are subject to a 15% restocking fee.

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

**PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY**

Published September 2009

**For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)**



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



# **LIFEPAK CR® Plus** DEFIBRILLATOR

---

## **U.S. PRICE LIST**

**September 2009**

# Exhibit 3

CATALOG#	PRODUCT DESCRIPTION	U.S. PRICE
Select numbers below	<b>LIFEPAK CR® Plus Defibrillator</b> Includes one (1) pair QUIK-PAK™ pacing/defibrillation/ECG electrodes with REDI-PAK™ preconnect system, one (1) CHARGE-PAK™, and one (1) Quick Reference instruction card installed in the device.  Also includes Operating Instructions, Product CD, one (1) carrying case, one (1) spare pair QUIK-PAK pacing/defibrillation/ECG electrodes, Ambu® Res-Cue Mask® First Responder kit, AED program implementation starter kit, and 5-year warranty.  <i>Required – Select One of the Following</i>	
80403-000148	<b>LIFEPAK CR Plus Defibrillator</b> Semi-automatic operation Energy: 200-300-360 J	\$2,195.00
80403-000149	<b>LIFEPAK CR Plus Defibrillator</b> Fully automatic operation Energy: 200-300-360 J  <i>Optional</i>	\$2,395.00
21341-000037	Custom software setting – complete the "Customizing your LIFEPAK CR Plus Defibrillator" worksheet to request alternative settings for the set-up options on your LIFEPAK CR Plus Defibrillator.	\$69.95 each
<b>LIFEPAK CR PLUS DEFIBRILLATOR DEVICE ACCESSORIES</b>		
11403-000002	<b>Replacement Kit for CHARGE-PAK Charging Unit</b> and QUIK-PAK pacing/defibrillation/ECG electrodes. Includes one (1) set of electrodes and one (1) CHARGE-PAK charging unit, replacement instructions, and discharger for safe disposal of used CHARGE-PAK.	\$85.00
11403-000001	<b>Replacement Kit for CHARGE-PAK Charging Unit</b> and QUIK-PAK pacing/defibrillation/ECG electrodes. Includes two (2) sets of electrodes and one (1) CHARGE-PAK charging unit, replacement instructions, and discharger for safe disposal of used CHARGE-PAK.	\$104.00
11101-000017	<b>Infant/Child Reduced Energy Defibrillation Electrode Starter Kit</b> <i>[For use only with LIFEPAK® 500 Biphasic with pink connector or LIFEPAK 1000 defibrillator, LIFEPAK EXPRESS AED, or LIFEPAK CR Plus AED. For use on children less than 8 years of age or less than 55 lbs. (25 kg)]</i>	\$139.00
11101-000016	<b>Replacement Infant/Child Reduced Energy Defibrillation Electrodes</b>	\$99.00
21300-004576	<b>Complete Soft Shell Carrying Case</b>	\$59.00
21300-004579	<b>Replacement Shoulder Strap for Carrying Case</b>	\$14.00
11260-000015	<b>Hard-Shell, Water-Tight Carrying Case</b>	\$210.00
21300-004913	<b>Replacement Lid Cover for LIFEPAK CR Plus Defibrillator</b>	\$19.00
11998-000321	<b>Ambu Res-Cue Mask First Responder Kit</b> Includes two sets of disposable vinyl gloves, a reusable mouth barrier mask with valve and filter, a disposable razor, a disposable antimicrobial wipe, and one pair of trauma scissors. Can be attached to LIFEPAK CR Plus AED handle.	\$37.00
11998-000320	<b>Ambu Res-Cue Key® First Responder Kit</b> Includes two sets of disposable vinyl gloves, a disposable CPR barrier, a disposable razor, a disposable antimicrobial wipe, and one pair of trauma scissors. Can be stored in LIFEPAK CR Plus AED carrying case.	\$29.00

**Exhibit 3**

<b>CATALOG#</b>	<b>PRODUCT DESCRIPTION</b>	<b>U.S. PRICE</b>
<b>WALL MOUNTS AND WALL CABINETS</b>		
11210-000021	<b>Wall Mount Bracket for LIFEPAK CR Plus AED</b>	\$83.00
11220-000079	<b>AED Wall Cabinet with alarm — surface mount, rolled edges</b> Steel finish wall cabinet with white trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$272.00
11220-000083	<b>AED Wall Cabinet with alarm and strobe — surface mount, rolled edges</b> Steel finish wall cabinet with white trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$335.00
11998-0000293	<b>AED Wall Cabinet with alarm — recessed mount, rolled edges</b> Steel finish wall cabinet with white trim. Recessed mounted trim style with 1.5" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$229.00
11998-000292	<b>AED Wall Cabinet with alarm — semi-recessed, rolled edges</b> Steel finish wall cabinet with white trim. Surface mounted trim style with 3" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$267.00
11210-000026	<b>AED Wall Cabinet with alarm, fire rated — semi-recessed, rolled edges</b> Steel finish wall cabinet with white trim with 3" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$395.00
11210-000027	<b>AED Wall Cabinet with alarm, fire rated — recessed, square edges</b> Steel finish wall cabinet with white trim. Recessed mounted trim style with 1.5" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$375.00
11220-000076	<b>AED Wall Cabinet with alarm — surface mount, rolled edges</b> Steel, with stainless steel trim. Surface mounted trim style with 7" return. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$453.00
11220-000084	<b>AED Wall Cabinet with alarm and strobe — surface mount, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel, with stainless steel trim. Surface mounted trim style with 7" return.	\$453.00
11220-000077	<b>AED Wall Cabinet with alarm — semi-recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel wall cabinet with stainless steel trim. Semi-recessed mounted trim style with 3" return.	\$413.00
11220-000078	<b>AED Wall Cabinet with alarm — recessed, rolled edges</b> Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators. Steel finish wall cabinet with stainless steel trim. Recessed mounted trim style with 1.5" return.	\$393.00
11210-000028	<b>AED Floor Stand Cabinet with alarm</b> White epoxy painted steel. 52" tall, 14" x 17-3/8" H x 7" deep. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$917.00
11210-000029	<b>AED Floor Stand Cabinet with alarm</b> Grey epoxy painted steel. 52" tall, 14" x 17-3/8" H x 7" deep. Works with LIFEPAK 500, LIFEPAK 1000, LIFEPAK CR Plus, or LIFEPAK EXPRESS defibrillators.	\$953.00
21300-006587	<b>Central Alarm Switch</b> (for use with CR Plus only)	\$47.00
21300-006797	<b>AED Cabinet Window Replacement Kit</b>	\$30.00



# Exhibit 3

CATALOG#	PRODUCT DESCRIPTION	U.S. PRICE
<b>AED WALL SIGNS</b>		
11210-000036	AED Location Sign — flat, 8" x 8", with logo	\$30.00
11210-000037	AED Location Sign — flat, 10" x 10", with logo	\$30.00
11210-000038	AED Location Sign — flat, 8" x 8", without logo	\$30.00
11210-000039	AED Location Sign — flat, 10" x 10", without logo	\$30.00
11210-000031	AED Location Sign — T-mount, 8" x 8", with logo	\$119.00
11210-000032	AED Location Sign — T-mount, 10" x 10", with logo	\$119.00
11210-000040	AED Location Sign — T-mount, 8" x 8", without logo	\$119.00
11210-000041	AED Location Sign — T-mount, 10" x 10", without logo	\$119.00
<b>MEDICAL INFORMATICS PRODUCTS</b>		
21340-000505	<b>DT Express 4.0 Data Transfer Software</b> DT Express 4.0 data transfer software is a PC-based software application that allows LIFEPAK AEDs and LIFEPAK defibrillators to connect directly to a PC and then forward data on to another location. Users can download cases, add patient data, save patient data to disk, and print event logs, ECG data, and test log reports. Data can then be transferred out via modem to another PC running CODE-STAT™ data review software applications. <i>Waveforms cannot be viewed onscreen.</i>  <b>CODE-STAT data review software cannot coexist on the same computer with DT Express 4.0 or LIFENET RS receiving station. CODE-STAT data review software does not support LIFEPAK 11 or FIRST MEDIC® products.</b>	\$299.00
21340-000495	<b>CODE-STAT 8.0 EMS Data Review Software with Advanced CPR Analytics</b>	\$1,799.00
21340-000500	<b>CODE-STAT 8.0 Hospital Data Review Software with Advanced CPR Analytics</b>  <b>CODE-STAT 8.0 Data Review Software</b> Recreate the incident on a PC with ECG. View each emergency case onscreen or through comprehensive reports. Create one seamless patient record by combining data from multiple defibrillators.	\$1,799.00
21340-000496	<b>CODE-STAT 8.0 EMS Client Software with Advanced CPR Analytics</b>	\$499.00
21340-000501	<b>CODE-STAT 8.0 Hospital Client Software with Advanced CPR Analytics</b>  <b>CODE-STAT 8.0 Client Software</b> Share your database with others in your organization. Install client software on their PCs (users must be in the same networked computer system). Easily and quickly share entire cases and ECG data and communicate with your medical director, administrator, and educators without shuffling paper.	\$499.00
<b>MEDICAL INFORMATICS UPGRADES</b>		
21340-000506	<b>DT Express 4.0 Data Transfer Software Upgrade</b> All CODE-STAT Suite, DATA TRANSFER™ Plus users, and LIFENET DT Express Version 1.0 users can upgrade to DT Express 4.0. Proof of purchase is required.	\$99.00
21340-000497	<b>CODE-STAT 8.0 EMS Data Review Software Upgrade</b> All previous versions of CODE-STAT Suite, SYSTEM VIEW™, or QUIK-VIEW™ can upgrade to CODE-STAT 8.0 Data Review Software. Proof of purchase is required.	\$299.00

### Exhibit 3

CATALOG	PRODUCT DESCRIPTION	U.S. PRICE
<b>MEDICAL INFORMATICS UPGRADES</b> <i>continued</i>		
21340-000498	<b>CODE-STAT 8.0 EMS Client Software – System Database and Review Upgrade</b> All previous versions of CODE-STAT Suite Client can upgrade to CODE-STAT Suite SYSTEM VIEW Version 8.0. Proof of purchase is required.  <b>Note:</b> Customers with earlier versions of CODE-STAT Suite can upgrade to an equivalent version (feature key equivalent) of CODE-STAT 8.0 Hospital Data Review Software.	\$99.00
<b>DATA TRANSFER HARDWARE</b>		
21300-005026	<b>IrDA Adapter with USB Port (DT Express System Required)</b> Infrared wireless data communication cable for personal computer that works hand in hand with DT Express 1.0 Information Management System to download event data from LIFEPAK CR Plus Defibrillator. Compatible with Windows 98, Windows ME, Windows 2000 Professional, and Windows XP.	\$110.00
21300-005027	<b>IrDA Adapter with 9-pin Serial Port (DT Express System Required)</b> Infrared wireless data communication cable for personal computer that works hand in hand with DT Express 1.0 Information Management System to download event data from LIFEPAK CR Plus Defibrillator. Compatible with Windows NT 4.0 (Service Pack 6a required), Windows 98, Windows ME, Windows 2000 Professional, and Windows XP.	\$74.00
<b>TRAINERS AND TRAINING ACCESSORIES</b>		
11250-000073	<b>LIFEPAK CR-T Training System</b> Includes one AED trainer, remote control and cable, simulated CHARGE-PAK charging unit, five (5) pair training electrodes, carrying case, removable shock button cover, operating instructions, and batteries for the trainer and remote control. Mimics semiautomatic and fully automatic operation. Accommodates AHA Guidelines 2005 and 2000.	\$299.00
26500-001156	<b>Operating Instructions: LIFEPAK CR-T Training System</b>	\$15.00
11260-000014	<b>Replacement Carrying Case for Training System</b>	\$30.00
11250-000024	<b>Replacement Remote Control with Cable</b>	\$42.00
11250-000012	<b>Adult AED QUIK-PAK training electrode set</b> Consists of five (5) pair reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00
11250-000015	<b>Replacement adult AED training electrodes</b> Five (5) pair reusable training electrodes. Adhesive electrode portion only. Cable/connector assembly and reusable foil pouch sold separately.	\$32.00
11250-000045	<b>Infant/Child AED training electrode set</b> Consists of five (5) pair reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00

**Exhibit 3**

<b>CATALOG</b>	<b>PRODUCT DESCRIPTION</b>	<b>U.S. PRICE</b>
<b>TRAINERS AND TRAINING ACCESSORIES CONTINUED</b>		
11250-000042	<b>Replacement Infant/Child AED training electrodes</b> Five (5) pair reusable training electrodes. Adhesive electrode portion only. Cable/connector assembly and reusable foil pouch sold separately.	\$35.00
<b>LITERATURE AND TRAINING MATERIAL</b>		
26500-001361	<b>LIFEPAK CR Plus/LIFEPAK EXPRESS defibrillators Operating Instructions (hard copy)</b> Instructions cover the following topics: Safety Information, Unpacking and Setup, Using the LIFEPAK CR Plus defibrillator, Data Management and Transfer, Maintenance, and Troubleshooting. Also includes an operator's checklist.	\$15.00
26996-000014	<b>AED Challenge®, Web-Enabled</b> An interactive refresher training program that simulates cardiac arrest scenarios using LIFEPAK automated external defibrillators. Web-based training tool provides practice for AED personnel who are just learning to use an AED, and helps experienced AED users keep their skills sharp. Meets the American Heart Association 2005 guidelines. Not a replacement for initial training. Designed for responders who have completed initial CPR/AED classroom training.	\$40.00
26996-000015	<b>AED Challenge, CD-ROM</b> An interactive refresher training program that simulates cardiac arrest scenarios using LIFEPAK automated external defibrillators. PC training tool provides practice for AED personnel who are just learning to use an AED, and helps experienced AED users keep their skills sharp. Meets the American Heart Association 2005 guidelines. Not a replacement for initial training. Designed for responders who have completed initial CPR/AED classroom training.	\$79.00
26500-001421	<b>LIFEPAK CR Plus AED Service Manual</b> CD-ROM	\$63.00
26500-002040	<b>Quick Reference Instruction Card</b> Easy reference AED and CPR instruction card. Fits inside the LIFEPAK CR Plus AED lid.	\$6.00

See also: LIFEPAK Heart Safe Solutions Price List for AED Program Management Solutions.

**ORDERING / TERMS / CONDITIONS**

---

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**To Order Online**

<http://store.physio-control.com>

**To Order by Telephone**

**1 (800) 442-1142**

**To Order by Fax**

**1 (800) 731-9056 Equipment**

**1 (800) 426-8049 Disposables, Accessories, Parts**

**U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of notification by Physio-Control to applicant of the adverse action taken.

Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices subject to change without notice. Please contact Physio-Control for current prices.

**Returned Products**

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. Contact your local Physio-Control representative for warranty terms for particular products.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published September 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



## **LIFEPAK® 20e** DEFIBRILLATOR/MONITOR

---

### **U.S. PRICE LIST**

**September 2009**


### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION/OPTIONAL FEATURES	U.S. PRICE
70507-000061	<b>LIFEPAK 20e Defibrillator/Monitor Package</b>  Every unit shipped will include: <ul style="list-style-type: none"> <li>• LIFEPAK 20e defibrillator/monitor with BLS/ACLS front door (1 per unit)</li> <li>• cprMAX™ technology version 1.5 (consistent with 2005 AHA/ERC Guidelines)</li> <li>• Active color matrix LCD screen</li> <li>• Manual and AED functionality</li> <li>• Built-in AC power</li> <li>• Lithium-ion rechargeable internal battery</li> <li>• ADAPTIV™ Biphasic, escalating energy up to 360J</li> <li>• Synchronized cardioversion</li> <li>• 3- and 5-wire ECG monitoring capability with lead select (3-lead ECG cable included with ship kit)</li> <li>• CODE SUMMARY™ critical event record with data port</li> <li>• Printer</li> </ul> Each unit also comes with a ship kit that includes: <ul style="list-style-type: none"> <li>• A/C power cord (1 per unit)</li> <li>• 3-lead ECG cable (1 per unit)</li> <li>• QUIK-COMBO® pacing/defibrillation/ECG electrodes with REDI-PAK™ preconnect system (1 pair/unit) (does not include hard paddles)</li> <li>• QUIK-COMBO therapy cable (1 per unit)</li> <li>• QUIK-COMBO test plug (1 per unit)</li> <li>• LIFE-PATCH® ECG adult electrodes (3 electrodes per pack) (1 pack/unit)</li> <li>• ECG printer paper, 50 mm x 30 m (3 rolls per box) (1 box/unit)</li> <li>• LIFEPAK 20e defibrillator/monitor operating instructions (1 per unit)</li> <li>• LIFEPAK 20e defibrillator/monitor service manual (on CD-ROM) (1 per unit)</li> <li>• Warranty card (1 per unit)</li> <li>• Customer letter (1 per unit)</li> </ul>	\$8,895.00
70507-000080	<b>LIFEPAK 20e Defibrillator/Monitor with Pacing Package</b> Every unit shipped will include everything listed above, plus the pacing feature.	\$10,195.00
70507-000091	<b>LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO<sub>2</sub> Package (Masimo®)</b> Every unit shipped will include everything listed above, plus pacing feature, SpO <sub>2</sub> feature, one SpO <sub>2</sub> cable (10 foot), and a sample LNCS disposable sensor pack.	\$11,495.00
70507-000081	<b>LIFEPAK 20e Defibrillator/Monitor with Pacing and SpO<sub>2</sub> Package (Masimo and legacy Nellcor enabled)</b> Every unit shipped will include everything listed above plus pacing feature, SpO <sub>2</sub> feature and one Masimo-to-Nellcor adapter cable.	\$11,895.00
21300-005026	<b>IrDA Adapter with USB Port</b>	\$110.00
21300-005027	<b>IrDA Adapter with 9-Pin Serial Port</b>	\$74.00
<b>POWER ACCESSORIES</b>		
11141-000112	<b>Lithium-Ion Rechargeable Internal Battery</b> Rechargeable Lithium-ion battery for use as AC power backup for LIFEPAK 20e defibrillator/monitor	\$255.00
11140-000015	<b>AC Power Cord</b> Powers the LIFEPAK 20/20e device and recharges the internal battery	\$67.00

**Exhibit 3**

<b>CATALOG #</b>	<b>PRODUCT DESCRIPTION/OPTIONAL FEATURES</b>	<b>U.S. PRICE</b>
<b>CABLES FOR LIFEPAK DEFIBRILLATORS</b>		
11110-000040	<b>QUIK-COMBO Therapy Cable</b> For use with LIFEPAK 20/20e or LIFEPAK 12 defibrillators/monitors	\$305.00
11110-000052	<b>FAST-PATCH* Adapter Cable</b> For use with the QUIK-COMBO therapy cable for the LIFEPAK 20/20e or LIFEPAK 12 defibrillators.	\$231.00
11110-000029	<b>3-Wire ECG Cable</b> Right angle connector	\$110.00
43402-000001	<b>UPG20SW software upgrade to current version</b> Must be installed by qualified Physio-Control service personnel. Price includes labor and local mileage.	\$595.00
11110-000066	<b>5-Wire ECG Cable</b> Right angle connector, 4-limb wire, plus 1 chest lead, labeled "C" on the device reports.	\$199.00
11996-000183	<b>MNC-1 Adapter Cable (10 ft)</b> For specially configured LIFEPAK 20e defibrillator/monitors only. Enables connection to Nellcor sensors.	\$310.00
11996-000198	<b>MNC-1 Adapter Cable (4 ft)</b> For specially configured LIFEPAK 20e defibrillator/monitors only. Enables connection to Nellcor sensors.	\$310.00
<b>LIFE-PATCH ECG ELECTRODES</b>		
11100-000001	<b>LIFE-PATCH ECG electrodes</b> Adult, pregelled package of 3 electrodes each	\$1.50/pkg.
11100-000002	<b>LIFE-PATCH ECG electrodes</b> Adult, pregelled package of 4 electrodes each	\$2.00/pkg.
<b>DEFIBRILLATION PADDLES</b>		
11130-000037	<b>LIFEPAK 20/20e Defibrillator/Monitor Standard Adult Detachable Hard Paddles</b> Adult paddle plates are removable to reveal pediatric paddles. 1 pair.	\$599.00
21330-001024	<b>Adult Hard Paddle Plate Replacement</b> Replacement attaches to adult hard paddle assembly P/N 11130-000037.	\$72.00/ea.
11134-000003	<b>External Sterilizable Paddles</b> 1 pair, for use with LIFEPAK 20/20e or LIFEPAK 12 defibrillators/monitors.	\$560.00
11131-000001	<b>Internal Paddle Handles with Discharge Control</b> 1 pair, for use with LIFEPAK 20/20e or LIFEPAK 12 defibrillators/monitors.	\$619.00
11131-000010	<b>Internal Paddles – 1 inch size (6.25 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000011	<b>Internal Paddles – 1.5 inch size (6.00 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000021	<b>Internal Paddles – 1.5 inch size (9.00 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000024	<b>Internal Paddles – 1.5 inch size (14.25 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000012	<b>Internal Paddles – 2 inch size (5.75 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00

### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION/OPTIONAL FEATURES	U.S. PRICE
<b>DEFIBRILLATION PADDLES</b> <i>continued</i>		
11131-000022	<b>Internal Paddles – 2 inch size (8.75 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000013	<b>Internal Paddles – 2.5 inch size (5.50 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000019	<b>Internal Paddles – 2.5 inch size (8.50 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000014	<b>Internal Paddles – 3.5 inch size (5.00 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
11131-000023	<b>Internal Paddles – 3.5 inch size (8.00 inch shaft length)</b> 1 pair, requires Internal Paddle Handles.	\$169.00
<hr/>		
	<b>MASIMO SET® LNOP SPO2 SENSORS AND CABLES</b>	
11171-000006	<b>Masimo SET PC-04 LNOP Patient Cable – 4 foot reusable connector cable.</b>	\$185.00
11171-000008	<b>Masimo SET PC-08 LNOP Patient Cable – 8 foot reusable connector cable.</b>	\$205.00
11171-000009	<b>Masimo SET PC-12 LNOP Patient Cable – 12 foot reusable connector cable.</b>	\$225.00
11171-000007	<b>Masimo SET LNOP DCI Adult Reusable Sensor – For patients &gt; 30 kg.</b>	\$320.00
11171-000010	<b>Masimo SET LNOP DCIP Pediatric Reusable Sensor – For patients 10-50 kg.</b>	\$320.00
11171-000011	<b>Masimo SET LNOP Adt Adult Adhesive Sensor –</b> Single patient use sensor for patients > 30 kg (1 box of 20 sensors).	\$300.00
11171-000012	<b>Masimo SET LNOP Pdt Pediatric Adhesive Sensor –</b> Single patient use sensor for patients 10-50 kg (1 box of 20 sensors).	\$340.00
11171-000013	<b>Masimo SET LNOP Neo Neonatal Adhesive Sensor –</b> Single patient use sensor for patients < 10 kg (1 box of 20 sensors).	\$420.00
11171-000014	<b>Masimo SET LNOP Neo-Pt Neonatal Adhesive Sensor –</b> Single patient use sensor for patients < 1 kg (1 box of 20 sensors).	\$460.00
<hr/>		
	<b>MASIMO SET LNCS SPO2 SENSORS AND CABLES</b>	
11171-000024	<b>Masimo SET LNC-4 LNCS Patient Cable – 4 foot reusable connector cable.</b>	\$147.00
11171-000016	<b>Masimo SET LNC-10 LNCS Patient Cable – 10 foot reusable connector cable.</b>	\$160.00
11171-000025	<b>Masimo SET LNC-14 LNCS Patient Cable – 14 foot reusable connector cable.</b>	\$180.00
11171-000017	<b>Masimo SET LNCS DCI Adult Reusable Sensor</b> Multiuse sensor for patients > 30 kg.	\$270.00
11171-000018	<b>Masimo SET LNCS DCI Pediatric Reusable Sensor</b> Multiuse sensor for patients 10-50 kg.	\$270.00
11171-000019	<b>Masimo SET LNCS Adt Adult Adhesive Sensor</b> Single patient use sensor for patients > 30 kg (1 box of 20 sensors).	\$300.00
11171-000020	<b>Masimo SET LNCS Pdt Pediatric Adhesive Sensor</b> Single patient use sensor for patients 10-50 kg (1 box of 20 sensors).	\$340.00



**Exhibit 3**

<b>CATALOG #</b>	<b>PRODUCT DESCRIPTION/OPTIONAL FEATURES</b>	<b>U.S. PRICE</b>
<b>MASIMO LNCS SENSORS AND CABLES</b> <i>continued</i>		
11171-000028	<b>Masimo SET LNCS Neo Neonatal Adhesive Sensor</b> Single patient use sensor for patients < 3 kg or > 40 kg (1 box of 20 sensors).	\$420.00
11171-000029	<b>Masimo SET LNCS NeoPt-L Neonatal Adhesive Sensor</b> Single patient use sensor for patients > 1 kg (1 box of 20 sensors).	\$460.00
11171-000031	<b>Masimo SET LNCS Inf-L Infant Adhesive Sensor</b> Single patient use sensor for patients 3-20 kg (1 box of 20 sensors).	\$420.00
<b>NELCOR SPO2 SENSORS AND ACCESSORIES FOR THE LIFEPAK 12 AND 20e DEFIBRILLATOR/MONITORS</b> (LIFEPAK 12 and certain LIFEPAK 20e defibrillator/monitors with a Masimo connector require a MNC-1 cable)		
11996-000060	<b>DS100A DURASENSOR® Adult</b> (Reusable) Includes 1 reusable clip, 1-year warranty	\$245.00
11996-000106	<b>DURA-Y® Multisite Sensor</b> (Reusable) Includes 1 reusable sensor, 6-month warranty	\$285.00
11996-000061	<b>Oxiband Adult/Neonatal Sensor</b> (Reusable) Includes 50 Adhesive Bandage Wraps, 3-month warranty (Sensor)	\$195.00
11996-000062	<b>Oxiband Pediatric/Infant Sensor</b> (Reusable) Includes 50 Adhesive Bandage Wraps, 3-month warranty (Sensor)	\$195.00
11996-000048	<b>Disposable Adhesive Bandage Wrap for OXI-A/N:</b> 2 bags of 50	\$65.00
11996-000049	<b>Disposable Adhesive Bandage Wrap for OXI-P/I:</b> 2 bags of 50	\$65.00
11996-000107	<b>Disposable Posey Wrap for Oxiband:</b> bag of 12	\$28.00
11996-000113	<b>Oxisensor® II adult sensor (Disposable):</b> box of 24	\$480.00
11996-000114	<b>Oxisensor II adult sensor, long cable (Disposable):</b> box of 24	\$505.00
11996-000116	<b>Oxisensor II pediatric sensor (Disposable):</b> box of 24	\$480.00
11996-000115	<b>Oxisensor II infant sensor (Disposable):</b> box of 24	\$575.00
11996-000117	<b>Oxisensor II neonatal sensor (Disposable):</b> box of 24	\$575.00
11996-000052	<b>Oxisensor II adult sensor asst. pack (Disposable):</b> Includes 2xD25 and 1xD25L	\$70.00
11996-000051	<b>Oxisensor II pediatric sensor asst. pack (Disposable):</b> Includes 2xD20 and 1xI20	\$75.00
11996-000050	<b>Oxisensor II neonatal sensor asst. pack (Disposable):</b> Includes 2xN25 and 1xI20	\$80.00
11110-000042	<b>DEC-4 Cable Extension:</b> 4-foot extension cable	\$55.00
11110-000176	<b>DEC-8 Cable Extension:</b> 8-foot extension cable	\$60.00
<b>COMMUNICATION ACCESSORIES</b>		
11230-000018	<b>Serial Port Cable – 6 foot (LIFEPAK 20/20e Device to PC)</b>	\$99.00
11230-000019	<b>Transport Configuration Cable – 6 foot</b> (LIFEPAK 20/20e Device to LIFEPAK 20/20e Device)	\$99.00
<b>CARRYING CASES</b>		
11260-000018	<b>Basic Carry Case/Accessories Organizer</b> Includes a set of right and left pouches for additional storage of accessories.	\$125.00
11260-000019	<b>Shoulder Strap for Basic Carrying Case</b> Includes mounting brackets and hardware.	\$98.00

### Exhibit 3

CATALOG #	PRODUCT DESCRIPTION/OPTIONAL FEATURES	U.S. PRICE
<b>CARRYING CASES</b> <i>continued</i>		
11260-000016	<b>Right Side Accessory Pouch</b> Attaches to the LIFEPAK 20/20e defibrillator/monitor and holds items such as QUIK-COMBO therapy cable, electrodes, and SIGNAGEL® electrode gel.	\$48.00
11260-000020	<b>Top Pouch</b> For additional storage: insert in place of standard paddles.	\$50.00
<hr/>		
<b>ADDITIONAL ACCESSORIES</b>		
21330-000996	<b>Defibrillator/Monitor Docking Station</b> Attaches to crash cart to lock LIFEPAK 20/20e device safely in place.	\$100.00
11113-000002	<b>QUIK-COMBO Test Plug</b> For testing of integrity of QUIK-COMBO cable	\$19.00
11998-000060	<b>Defibrillator Checker</b> For hard paddles.	\$321.00
<hr/>		
<b>SUPPLIES</b>		
11240-000013	<b>Box of ECG Printer Paper, 50 mm x 30 m (3 rolls per box)</b>	\$16.00/box
21300-005847	<b>SIGNAGEL Electrode Gel</b> One 8.5 oz. gel tube for use with hard paddles. Recommended for ECG, defibrillation, biofeedback, and EMG.	\$4.00/ea.
<hr/>		
<b>TRAINING ACCESSORIES</b>		
11996-000310	<b>QUIK-COMBO 3-Lead Patient Simulator with Cable</b> Connects directly to LIFEPAK defibrillator for safe, interactive training. Select from 17 ECG rhythms including: fibrillations, tachycardias and bradycardias.	\$655.00
11996-000311	<b>QUIK-COMBO 12-Lead Patient Simulator with Cable</b> Connects directly to LIFEPAK defibrillator for safe simulation of cardioversion and electrical capture. Generates fibrillations, tachycardias, and bradycardias, as well as ST segment and T wave abnormalities. Note: Not all LIFEPAK devices have a 12-Lead ECG feature.	\$755.00
26500-002570	<b>LIFEPAK 20e Defibrillator/Monitor Operating Instructions (paper version)</b> Supports AHA Guidelines 2005 Protocols.	\$56.00
26500-001216	<b>LIFEPAK 20 Defibrillator/Monitor Inservice Video – AED Defibrillation</b> Supports former AHA Guidelines 2000 Protocols. VHS format.	\$20.00
26500-001315	<b>LIFEPAK 20 Defibrillator/Monitor Inservice Video – Manual Defibrillation</b> Supports former AHA Guidelines 2000 Protocols. VHS format.	\$20.00
26500-002705	<b>LIFEPAK 20e Defibrillator/Monitor Service Manual on CD-ROM</b>	\$48.00
26500-002704	<b>LIFEPAK 20e Defibrillator/Monitor Service Manual (paper version)</b>	\$135.00
94402-000043	<b>LIFEPAK 20 ACLS Device with Pacing</b> Supports training on the LIFEPAK 20/20e defibrillator/monitor	\$6,395.00
96402-000007	<b>LIFEPAK 20 ACLS Device with Pacing &amp; Masimo SpO2</b> Supports training on the LIFEPAK 20/20e defibrillator/monitor	\$6,595.00

**ORDERING / TERMS / CONDITIONS**

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**To Order Online**

<http://store.physio-control.com>

**To Order by Telephone**

**1 (800) 442-1142**

**1 (800) 732-0956 Equipment**

**1 (800) 426-8049 Disposables, Accessories, Parts**

**U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of Physio-Control notification to applicant of the adverse action taken. Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices are subject to change without notice. Products and delivery schedules subject to availability.

**Returned Products**

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local representative for warranty terms for particular products.

**PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY**

Published September 2009

**For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)**



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



# **LUCAS™ 2** CHEST COMPRESSION SYSTEM

---

## **U.S. PRICE LIST**

**November 2009**

The LUCAS 2 Chest Compression System is used to perform external cardiac compressions on adult patients and is battery powered. LUCAS is designed to deliver effective, consistent, and uninterrupted chest compressions. It is stored and easily carried in a backpack. LUCAS is designed and manufactured by Jolife AB, located in Lund, Sweden, and distributed worldwide by Physio-Control.

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
99576-000011	<b>LUCAS 2 Chest Compression System</b> Includes base unit with back plate, carrying bag, two (2) patient straps, stabilization strap, three (3) suction cups, one rechargeable lithium polymer battery, and Instructions for Use with each device	\$14,495.00

---

**LUCAS EXTENDED SERVICE PLANS**

Our tradition of providing customers with peace of mind, and service that sets the industry standard, continues with LUCAS. Our trained service representatives are ready to help you every step of the way with this exciting new technology.

LU999-001001	<b>Silver 2-Year Extended Service Plan — Included with purchase of LUCAS</b> The LUCAS Silver Extended Service Plan is included with the purchase of each LUCAS. It protects the customer for 2 years beyond the initial manufacturer warranty period on LUCAS, for a total of 3 years of protection. The key features of the Silver Extended Service Plan include: <ul style="list-style-type: none"><li>• 1-year manufacturer's warranty on device and accessories</li><li>• Performance inspection and preventative maintenance after the first and second years of use</li><li>• Fast turnaround with ship-in service by experienced, factory-trained, and authorized Service Representatives</li><li>• Service Reports maintained by Physio-Control and available for you to meet equipment maintenance requirements</li><li>• Technical support phone access</li></ul>	
LU999-001002	<b>Upgrade to Gold 2-Year Extended Service Plan</b> The Upgrade to Gold Extended Service Plan is an optional program for customers interested in service support to maximize your equipment uptime and equipment performance. The Upgrade to Gold Plan provides the same level of protection for your device as the Silver Plan, plus additional services including: <ul style="list-style-type: none"><li>• Physio-Control proactively schedules annual performance inspections – so your staff is free for other duties</li><li>• Extended coverage for parts and labor (provides a total of 3 years' coverage)</li><li>• Loaner equipment available during servicing – so interruptions to your lifesaving efforts are minimized</li><li>• 15% off LUCAS accessories and disposables</li><li>• Gold extended service plan available at the end of term of the service plan</li></ul>	\$998.00

The Upgrade to Gold Extended Service Plan must be ordered in a 2-year term.

---

**Exhibit 3**

---

**REPLACEMENT EQUIPMENT**

11576-000038	<b>LUCAS 2 Carrying Bag</b> Soft-sided backpack holds LUCAS 2 Chest Compression System	\$275.00
21996-000064	<b>LUCAS Stabilization Strap</b>	\$80.00
11576-000037	<b>LUCAS Stabilization Strap (4 pack)</b> Support cushion straps to LUCAS to provide further stabilization relative to the patient and to prevent downward movement of LUCAS during operation	\$300.00
11576-000050	<b>Patient Strap</b> Secures the patient's arms to the support legs of LUCAS (1 pair)	\$85.00
11576-000051	<b>Patient Strap</b> Secures the patient's arms to the support legs of LUCAS (3 pack)	\$225.00
11576-000046	<b>LUCAS 2 Disposable Suction Cup (3 pack)</b>	\$120.00
11576-000047	<b>LUCAS 2 Disposable Suction Cup (12 pack)</b>	\$430.00

---

**ADDITIONAL EQUIPMENT**

11576-000052	<b>Back Plate Grip Tape</b>	\$35.00
11576-000053	<b>Back Plate Grip Tape (3 pack)</b>	\$90.00

---

**BATTERY/CHARGERS**

11576-000039	<b>LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo)</b> 25.9V and 3.3 Amp hour capacity	\$595.00
11576-000040	<b>LUCAS 2 Battery - Rechargeable Lithium Polymer (LiPo) (4 pack)</b> 25.9V and 3.3 Amp hour capacity	\$2145.00
11576-000055	<b>LUCAS 2 Power Supply Cord</b>	\$285.00
11576-000048	<b>LUCAS 2 12V Car Cable</b>	\$110.00
11576-000049	<b>LUCAS 2 Stand-alone Battery Charger</b>	\$945.00

---

**LITERATURE AND TRAINING MATERIALS**

26500-003084	<b>LUCAS Chest Compression System – Instructions for Use, U.S. English</b>	\$27.00
--------------	--	---------

**ORDERING / TERMS / CONDITIONS**

---

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**For Orders and Information**

1 (877) 599-7771 Distributor Support Line

1 (877) 554-2959 Distributor Fax

ersdistributorsupport@medtronic.com

**U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of Physio-Control notification to applicant of the adverse action taken. Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices are subject to change without notice. Products and delivery schedules subject to availability.

**Returned Products**

Authorization must be obtained from Physio-Control before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative for information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

Designed and manufactured in Lund, Sweden by JOLIFE AB and distributed worldwide by Physio-Control, Inc.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published November 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)



# DISPOSABLES

---

## U.S. PRICE LIST

September 2009



**Exhibit 3**

CATALOG #	PRODUCT DESCRIPTION	U.S. PRICE
	<b>EDGE SYSTEM™ ELECTRODES FOR PACING/DEFIBRILLATION/ECG WITH QUIK-COMBO® CONNECTORS</b> (18 month minimum shelf life remaining at time of shipment from Physio-Control except where noted.)	
11996-000091	<b>EDGE System electrodes with QUIK-COMBO connector</b>	\$37.00/pair
11996-000017	<b>EDGE System electrodes with QUIK-COMBO connector and REDI-PAK™ preconnect system</b>	\$42.00/pair
11996-000090	<b>EDGE System RTS (Radiotransparent) electrodes with QUIK-COMBO connector</b>	\$45.00/pair
11101-000017	<b>Infant/Child Reduced Energy Defibrillation Electrode starter kit</b> (For use only with LIFEPAK® 1000, LIFEPAK 500 Biphasic with pink connector or LIFEPAK CR® Plus and LIFEPAK EXPRESS® AEDs.) (For children up to 8 years of age or 55 lbs.)	\$139.00
11101-000016	<b>Replacement Infant/Child Reduced Energy Defibrillation Electrodes</b> (For use only with LIFEPAK 1000, LIFEPAK 500 Biphasic with pink connector or LIFEPAK CR Plus and LIFEPAK EXPRESS AEDs.)	\$99.00
11996-000093	<b>Pediatric EDGE System RTS electrodes with QUIK-COMBO connector</b> (For use only on manual defibrillator/monitors) (12 month minimum shelf life at time of shipment)	\$45.00/pair
	<b>OTHER EDGE SYSTEM ELECTRODES FOR PACING/DEFIBRILLATION/ECG</b> (18 month minimum shelf life at time of shipment)	
11996-000092	<b>EDGE System electrodes with FAST-PATCH® PLUS connector</b> (for pacing must be used with QUIK-COMBO to FAST-PATCH cable 11110-000052)	\$21.00/pair
	<b>OTHER DEFIBRILLATION AND PACING ELECTRODES</b> (12 MONTH MINIMUM SHELF LIFE AT TIME OF SHIPMENT)	
11996-000042	<b>QUIK-PACE® disposable noninvasive pacing electrodes</b>	\$44.00/pair
11102-000003	<b>Pediatric QUIK-PACE disposable noninvasive pacing electrodes</b>	\$44.00/pair

### Exhibit 3

CATALOG #	CABLES FOR LIFEPAK DEFIBRILLATORS	U.S. PRICE
11110-000040	<b>QUIK-COMBO therapy cable</b> For use with LIFEPAK 12 and 20/20e defibrillator/monitors	\$305.00
11113-000004	<b>QUIK-COMBO therapy cable</b> For use with LIFEPAK 15 monitor/defibrillator	\$305.00
11110-000052	<b>QUIK-COMBO cable to FAST-PATCH cable</b> From LIFEPAK 12 unit to FAST-PATCH Plus electrodes	\$231.00
11110-000049	<b>QUIK-COMBO cable to FAST-PATCH cable</b> From LIFEPAK 500 unit to FAST-PATCH Plus electrodes	\$304.00
11110-000010	<b>QUIK-COMBO defibrillation/ECG cable</b> For use with LIFEPAK 9 defibrillator/monitor family. QUIK-COMBO test post adapter attached.	\$231.00
<b>QUIK-COMBO ADAPTERS FOR COMPETITIVE EQUIPMENT</b>		
11103-000005	<b>ZOLL® Adapter: Converts ZOLL connector to QUIK-COMBO connector</b> <b>Note:</b> Order must be called in by Sales or Service Rep	\$52.00
11103-000006	<b>Phillips® (formerly Agilent or HP) Adapter:</b> Converts Philips round connector to QUIK-COMBO connector. Does not work with FR2-style rectangular connectors.	\$52.00
11103-000007	<b>Laerdal® Adapter:</b> Converts Laerdal connector to QUIK-COMBO connector	\$52.00
11103-000008	<b>R2® Adapter:</b> Converts R2 connector to QUIK-COMBO connector	\$52.00
<b>MISCELLANEOUS QUIK-COMBO ACCESSORIES</b>		
11998-000160	<b>QUIK-COMBO therapy cable tester</b>	\$217.00
11998-000011	<b>QUIK-COMBO test post adapter kit</b> To adapt QUIK-COMBO pacing/defibrillation/ECG cable for use with posted QUIK-TEST™ cable tester or patient simulator.	\$84.00
26500-000112	<b>Inservice Video: QUIK-COMBO pacing/defibrillation/ECG electrodes</b>	\$19.00
11996-000014	<b>Carrying case:</b> For QUIK-COMBO pacing/defibrillation/ECG electrodes	\$25.00
<b>PAPER AND GEL</b>		
11240-000013	<b>Box of ECG Printer Paper, 50 mm x 30 m (3 rolls per box)</b>	\$16.00
11240-000016	<b>Box of Strip Chart Recorder Paper, 100 mm x 22 m (2 rolls per box)</b>	\$17.00
11120-005847	<b>SIGNAGEL® electrode gel</b> One 8.5 oz. gel tube for use with hard paddles	\$4.00

**Exhibit 3**

<b>CATALOG #</b>	<b>LIFE-PATCH® ECG ELECTRODES</b>	<b>U.S. PRICE</b>
11100-000001	<b>LIFE-PATCH ECG electrodes – adult, pregelled</b> package of 3 electrodes each	\$1.50/pkg.
11100-000002	<b>LIFE-PATCH ECG electrodes – adult, pregelled</b> package of 4 electrodes each	\$2.00/pkg.



**MASIMO SET® SPO2 CABLES FOR LIFEPAK 12 AND 20/20e DEFIBRILLATOR/MONITORS**

11171-000006	<b>Masimo SET LNOP SpO<sub>2</sub> Patient Cable – 4 foot</b>	\$185.00
11171-000008	<b>Masimo SET LNOP SpO<sub>2</sub> Patient Cable – 8 foot</b>	\$205.00
11171-000009	<b>Masimo SET LNOP SpO<sub>2</sub> Patient Cable – 12 foot</b>	\$225.00
11996-000183	<b>MNC-1 Adapter Cable: Allows LIFEPAK 12 and specially configured LIFEPAK 20e with Masimo SpO<sub>2</sub> to connect to Nellcor sensors (10 ft)</b>	\$310.00
11996-000198	<b>MNC-1 Adapter Cable: Allows LIFEPAK 12 and specially configured LIFEPAK 20e with Masimo SpO<sub>2</sub> to connect to Nellcor sensors (4 ft)</b>	\$310.00
11171-000024	<b>Masimo SET LNCS Patient Cable – 4 foot</b>	\$147.00
11171-000016	<b>Masimo SET LNCS Patient Cable – 10 foot</b>	\$160.00
11171-000025	<b>Masimo SET LNCS Patient Cable – 14 foot</b>	\$180.00
11171-000027	<b>Masimo SET LNCS 4' extension (for use with Nellcor equipped devices)</b>	\$147.00

**MASIMO SET SENSORS FOR LIFEPAK 12, 15 AND 20/20e DEFIBRILLATOR/MONITORS**

11171-000007	<b>Masimo SET LNOP SpO<sub>2</sub> Sensor – Adult Reusable</b>	\$320.00
11171-000010	<b>Masimo SET LNOP SpO<sub>2</sub> Sensor – Pediatric Reusable</b>	\$320.00
11171-000011	<b>Masimo SET LNOP SpO<sub>2</sub> Sensor – Adult Disposable (1 box of 20 sensors)</b>	\$300.00
11171-000012	<b>Masimo SET LNOP SpO<sub>2</sub> Sensor – Pediatric Disposable (1 box of 20 sensors)</b>	\$340.00
11171-000013	<b>Masimo SET LNOP SpO<sub>2</sub> Sensor – Neonatal (&lt; 10 KG) Disposable (1 box of 20 sensors)</b>	\$420.00
11171-000014	<b>Masimo SET LNOP SpO<sub>2</sub> Sensor – Neonatal (&lt; 1 KG) Disposable (1 box of 20 sensors)</b>	\$460.00
11171-000017	<b>Masimo SET LNCS Adult Reusable Sensor</b>	\$270.00
11171-000018	<b>Masimo SET LNCS Pediatric Reusable Sensor</b>	\$270.00
11171-000019	<b>Masimo SET LNCS Adult Disposable Sensors (20/box)</b>	\$300.00
11171-000020	<b>Masimo SET LNCS Pediatric Disposable Sensors (20/box)</b>	\$340.00
11171-000028	<b>Masimo SET LNCS Neonatal L Disposable Sensor (20/box)</b>	\$420.00
11171-000029	<b>Masimo SET LNCS Neonatal Pt L Disposable Sensor (20/box)</b>	\$460.00
11171-000031	<b>Masimo SET LNCS Infant Disposable Sensor (20/box)</b>	\$420.00

<b>CATALOG #</b>	<b>MASIMO SET SpO<sub>2</sub>, SpCO AND SpMet CABLES AND SENSORS FOR THE LIFEPAK 15 MONITOR/DEFIBRILLATOR</b>	<b>U.S. PRICE</b>
11996-000323	Masimo SET RED LNCS Patient Cable - 4 feet	\$147.00
11996-000324	Masimo SET RED LNCS Patient Cable - 10 feet	\$172.00
11996-000325	Masimo SET RED LNCS Patient Cable - 14 feet	\$207.00
11996-000326	Masimo SET RED LNOP Patient Cable - 4 feet	\$147.00
11996-000327	Masimo SET RED LNOP Patient Cable - 8 feet	\$172.00
11996-000328	Masimo SET RED LNOP Patient Cable - 12 feet	\$207.00
11996-000331	Masimo SET Red Adult Reusable Direct Connect Sensor - 3 feet	\$295.00
11996-000332	Masimo SET Red Adult Reusable Direct Connect Sensor - 12 feet	\$495.00
11996-000333	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 3 feet	\$295.00
11996-000334	Masimo SET Red Pediatric Reusable Direct Connect Sensor - 12 feet	\$495.00
11996-000335	Masimo SET Rainbow DCI-dc3, Adult Reusable Direct Connect Sensor - 3 feet	\$495.00
11171-000032	Masimo SET Rainbow DCI-dc8 Adult Reusable Direct Connect Sensor-8 feet	\$695.00
11996-000336	Masimo SET Rainbow DCI-dc12, Adult Reusable Direct Connect Sensor - 12 feet	\$695.00
11996-000337	Masimo SET Rainbow DCIP-dc3, Pediatric Reusable Direct Connect Sensor - 3 feet	\$695.00
11171-000033	Masimo SET Rainbow DCIP-dc8, Pediatric Reusable Direct Connect Sensor-8 feet	\$795.00
11996-000338	Masimo SET Rainbow DCIP-dc12, Pediatric Reusable Direct Connect Sensor - 12 feet	\$895.00
<b>NELLCOR SpO<sub>2</sub> SENSORS AND ACCESSORIES FOR THE LIFEPAK 12 AND 20e DEFIBRILLATOR/MONITORS (LIFEPAK 12 and certain LIFEPAK 20e defibrillator/monitors with a Masimo connector require a MNC-1 cable)</b>		
11996-000060	<b>DS100A DURASENSOR® Adult</b> (Reusable) Includes 1 reusable clip, 1-year warranty	\$245.00
11996-000106	<b>DURA-Y® Multisite Sensor</b> (Reusable) Includes 1 reusable sensor, 6-month warranty	\$285.00
11996-000061	<b>Oxiband Adult/Neonatal Sensor</b> (Reusable) Includes 50 Adhesive Bandage Wraps, 3-month warranty (Sensor)	\$195.00
11996-000062	<b>Oxiband Pediatric/Infant Sensor</b> (Reusable) Includes 50 Adhesive Bandage Wraps, 3-month warranty (Sensor)	\$195.00
11996-000048	<b>Disposable Adhesive Bandage Wrap for OXI-A/N:</b> 2 bags of 50	\$65.00
11996-000049	<b>Disposable Adhesive Bandage Wrap for OXI-P/I:</b> 2 bags of 50	\$65.00
11996-000107	<b>Disposable Posey Wrap for Oxiband:</b> bag of 12	\$28.00
11996-000113	<b>Oxisensor® II adult sensor (Disposable):</b> box of 24	\$480.00
11996-000114	<b>Oxisensor II adult sensor, long cable (Disposable):</b> box of 24	\$505.00
11996-000116	<b>Oxisensor II pediatric sensor (Disposable):</b> box of 24	\$480.00
11996-000115	<b>Oxisensor II infant sensor (Disposable):</b> box of 24	\$575.00
11996-000117	<b>Oxisensor II neonatal sensor (Disposable):</b> box of 24	\$575.00
11996-000052	<b>Oxisensor II adult sensor asst. pack (Disposable):</b> Includes 2xD25 and 1xD25L	\$70.00
11996-000051	<b>Oxisensor II pediatric sensor asst. pack (Disposable):</b> Includes 2xD20 and 1xI20	\$75.00
11996-000050	<b>Oxisensor II neonatal sensor asst. pack (Disposable):</b> Includes 2xN25 and 1xI20	\$80.00
11110-000042	<b>DEC-4 Cable Extension:</b> 4-foot extension cable	\$55.00
11110-000176	<b>DEC-8 Cable Extension:</b> 8-foot extension cable	\$60.00

### Exhibit 3

CATALOG #	EtCO <sub>2</sub> CIRCUITS FOR INTUBATED APPLICATIONS	U.S. PRICE
11996-000299	<b>FilterLine® SET Adult/Pediatric – Includes airway adapter. FilterLine (79")</b> for short term intubated patients (24 hours typical). Pack of 10	\$125.00
11996-000081	<b>FilterLine SET Adult/Pediatric – Includes airway adapter. FilterLine (79")</b> for short term intubated patients (24 hours typical). Box of 25	\$240.00
11996-000164	<b>FilterLine SET Long Adult/Pediatric – Includes airway adapter. Long-length</b> FilterLine (185") for short term intubated patients (24 hours typical). Box of 25	\$270.00
11996-000080	<b>FilterLine H SET Adult/Pediatric – Includes airway adapter. High humidity FilterLine (79")</b> for long term intubated patients (72 hours typical). Box of 25	\$385.00
11996-000001	<b>FilterLine H SET Infant/Neonatal – Includes airway adapter. High humidity FilterLine (79")</b> for long term intubated patients (72 hours typical). Box of 25	\$475.00
<hr/>		
	<b>EtCO<sub>2</sub> CIRCUITS FOR NON-INTUBATED APPLICATIONS</b>	
11996-000298	<b>Smart CapnoLine™ Plus O<sub>2</sub> Adult/Intermediate (for patients above 44 lbs)</b> O <sub>2</sub> delivery and CO <sub>2</sub> sampling via mouth or nose (12 hours typical length of use). Pack of 10	\$155.00
11996-000163	<b>Smart CapnoLine Plus with O<sub>2</sub> delivery – Adult/Intermediate (for patients above 44 lbs)</b> O <sub>2</sub> delivery and CO <sub>2</sub> sampling via mouth or nose (12 hours typical length of use). Box of 25	\$325.00
11996-000167	<b>Smart CapnoLine Plus with O<sub>2</sub> delivery – Adult/Intermediate (for patients above 44 lbs)</b> O <sub>2</sub> delivery and CO <sub>2</sub> sampling via mouth or nose (12 hours typical length of use). Case of 100	\$1,145.00
11996-000165	<b>Smart CapnoLine Plus Long with O<sub>2</sub> delivery – Adult/Intermediate (for patients above 44 lbs)</b> Long length nasal cannula (165") for O <sub>2</sub> delivery and CO <sub>2</sub> sampling via mouth or nose (12 hours typical length of use). Box of 25	\$365.00
11996-000128	<b>Smart CapnoLine with O<sub>2</sub> delivery – Pediatric (for patients less than 44 lbs)</b> O <sub>2</sub> delivery and CO <sub>2</sub> sampling via mouth or nose (12 hours typical length of use). Box of 25	\$325.00
11996-000297	<b>Smart CapnoLine Plus Adult/Intermediate (for patients above 44 lbs)</b> CO <sub>2</sub> sampling via the mouth or the nose (12 hours typical length of use). Pack of 10	\$135.00
11996-000162	<b>Smart CapnoLine Plus – Adult/Intermediate (for patients above 44 lbs)</b> CO <sub>2</sub> sampling via the mouth or the nose (12 hours typical length of use). Box of 25	\$290.00
11996-000166	<b>Smart CapnoLine Plus – Adult/Intermediate (for patients above 44 lbs)</b> CO <sub>2</sub> sampling via the mouth or the nose (12 hours typical length of use). Case of 100	\$1,025.00
11996-000120	<b>Smart CapnoLine – Pediatric (for patients less than 44 lbs)</b> CO <sub>2</sub> sampling via the mouth or the nose (12 hours typical length of use). Box of 25	\$290.00
<hr/>		
	<b>NIBP SUPPLIES</b>	
11996-000125	<b>NIBP Hose, Coiled, 2-9 feet</b>	\$48.00
11996-000089	<b>NIBP Hose, 12 foot</b>	\$48.00
11996-000033	<b>NIBP Hose, 9 foot</b>	\$48.00
21300-007300	<b>NIBP Tubing, Coiled, 2-9 feet</b> For use with LIFEPAK 15 monitor/defibrillator.	\$48.00
21300-007299	<b>NIBP Tubing, 9 foot</b> For use with LIFEPAK 15 monitor/defibrillator.	\$48.00
21300-007298	<b>NIBP Tubing, 12 foot</b> For use with LIFEPAK 15 monitor/defibrillator.	\$48.00

**Exhibit 3**

<b>CATALOG #</b>	<b>NIBP SUPPLIES <i>continued</i></b>	<b>U.S. PRICE</b>
11996-000024	<b>Adult Cuff, 14x37.5 cm Reusable</b>	\$26.00
11996-000025	<b>Large Adult Cuff, 16x42 cm Reusable</b>	\$29.00
11996-000023	<b>Small Adult Cuff, 12x30 cm Reusable</b>	\$25.00
11996-000022	<b>Child Cuff (Pediatric), 9x27 cm Reusable</b>	\$21.00
11996-000021	<b>Small Child Cuff, 7x21 cm Reusable</b>	\$21.00
11996-000026	<b>Thigh Cuff, 20x54 cm Reusable</b>	\$122.00
11996-000020	<b>Infant Cuff, 6x18 cm Reusable</b>	\$18.00
11996-000029	<b>Small Adult Cuff, 12x30 cm Disposable</b>	\$11.00
11996-000030	<b>Adult Cuff, 14x35 cm Disposable</b>	\$11.00
11996-000031	<b>Large Adult Cuff, 16x40 cm Disposable</b>	\$11.00
11996-000032	<b>X-Large Adult Cuff, 20x50 cm Disposable</b>	\$15.00
11996-000028	<b>Child Cuff (Pediatric), 9x22.5 cm Disposable</b>	\$9.00
11996-000027	<b>Infant Cuff, 6x15 cm Disposable</b>	\$8.00
<hr/>		
<b>ELECTRODE TRAINING PRODUCTS FOR LIFEPAK 12, 20/20e AND 1000 DEFIBRILLATOR/MONITORS</b>		
11250-000052	<b>Clip-on training electrodes, for use with QUIK-COMBO Patient Simulators</b> Allows users to practice defibrillation electrode placement. Includes instructions for use and five (5) pairs of reusable training electrodes.	\$58.00
11101-000003	<b>Replacement AED training electrodes</b> Five (5) pairs reusable training electrodes. Adhesive electrode portion only.	\$36.00
<hr/>		
<b>LIFEPAK 500 AED</b>		
11101-000004	<b>AED training electrode set</b> Consists of five (5) pairs reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00
11101-000003	<b>Replacement Adult AED training electrodes</b> Five (5) pairs reusable training electrodes. Adhesive electrode portion only.	\$36.00
11101-000006	<b>Cable/connector assembly and reusable foil pouch for training electrodes</b> Cable, connector, and reusable foil pouch only.	\$26.00
11250-000045	<b>Infant/Child AED Training Electrode Training Set</b> Consists of five (5) pairs reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00
11250-000042	<b>Replacement Infant/Child AED Training Electrodes</b> Five (5) pairs reusable training electrodes. Adhesive electrode portion only. Cable/connector assembly and reusable foil pouch sold separately.	\$35.00
11250-000043	<b>Cable/connector assembly and reusable foil pouch for Infant/Child AED training electrodes</b> Cable, connector, and foil pouch only. Adhesive portion of AED training electrodes sold separately.	\$35.00

**Exhibit 3**

<b>CATALOG #</b>	<b>LIFEPAK CR PLUS AND LIFEPAK EXPRESS AEDS</b>	<b>U.S. PRICE</b>
11250-000012	<b>Adult AED QUIK-PAK® Training Electrode Set</b> Consists of five (5) pairs reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$66.00
11250-000015	<b>Replacement Training Electrodes (set of 5)</b> Adhesive electrode portion only.	\$32.00
11250-000045	<b>Infant/Child AED Training Electrode Training Set</b> Consists of five (5) pairs reusable AED training electrodes, cable connector assembly, and reusable foil pouch. Reusable training electrodes good for 30 applications.	\$62.00
11250-000042	<b>Replacement Infant/Child AED Training Electrodes</b> Five (5) pairs reusable training electrodes. Adhesive electrode portion only. Cable/connector assembly and reusable foil pouch sold separately.	\$35.00
11250-000043	<b>Cable/connector assembly and reusable foil pouch for infant/child AED training electrodes</b> Cable, connector, and foil pouch only. Adhesive portion of AED training electrodes sold separately.	\$35.00
11996-000311	<b>QUIK-COMBO 12-lead patient simulator with cable</b> Includes ECG, defibrillation, pacing, and acute MI stimulation.	\$755.00
11996-000310	<b>QUIK-COMBO 3-lead patient simulator with cable</b> Includes ECG, defibrillation and pacing.	\$655.00

These terms and conditions shall govern except where modified by a written agreement of a duly authorized officer of Physio-Control.

**To Order Online**

<http://store.physio-control.com>

**To Order by Telephone**

1 (800) 442-1142

1 (800) 732-0956 Equipment

1 (800) 426-8049 Disposables, Accessories, Parts

**U.S. Policy on Purchase Orders**

Net 30 days from date of invoice. Modification to credit terms may be made only in writing, and supersedes any credit terms offered by applicant. In the event that adverse action is taken by Physio-Control with respect to the extension of credit, applicant has a right to request a statement of specific reasons within sixty (60) days of notice by Physio-Control to applicant of the adverse action taken. Prices are subject to change without notice.

**Shipping Terms**

FOB shipping point. No terms contained in any document created or sent by applicant will be effective unless accepted in writing by Physio-Control. Special delivery freight charges will be billed to the customer.

**Sales Terms**

All sales will be governed by the Physio-Control Terms of Sale. Minimum order of \$50 required. All prices are subject to change without notice. Products and delivery schedules subject to availability.

**Returned Products**

Authorization must be obtained from your Physio-Control sales representative before the return of any products. A Returned Material Authorization (RMA) number will be given to you and must be clearly identified on the carton of any returned product. All returns must be shipped freight prepaid and accompanied by a copy of the packing slip or original invoice.

Any Physio-Control product with broken security package seals becomes the property of the customer and may not be returned for credit or replacement.

Any Physio-Control product received by the customer in a damaged condition may be returned for full credit, on-site repair or replacement, upon approval of a Physio-Control representative, within fifteen (15) working days from the date of receipt by the customer.

Call your Physio-Control sales representative or information on credit or replacement of any purchased and unexpired product in its original packaging (unopened and undamaged). Physio-Control products have varying shelf lives, and restrictions and/or a restocking charge may apply. Sold devices are the property of the Purchaser. Products must be used before the "Use Before Date."

- Physio-Control reserves the right to charge a 15% restocking fee for returns.
- Special order product, product in unsaleable condition, and/or products received after 90 days of invoice date are not returnable.

**Electrode Return Policy**

- Electrodes must have a minimum of 18 months of shelf life remaining.
- Only electrodes in unopened, undamaged packaging will be accepted.
- All returns are subject to a 15% restocking fee.

**Warranty**

Certain Physio-Control products are sold under warranties or limitations. Warranted products must be used before the "Use Before Date" for the warranty to apply. See your local Physio-Control representative for warranty terms for particular products.

PHYSIO-CONTROL PROPRIETARY AND CONFIDENTIAL — FOR PHYSIO-CONTROL CUSTOMER USE ONLY

Published September 2009

For further information please contact your local Physio-Control representative or visit [www.physio-control.com](http://www.physio-control.com)



Physio-Control, Inc.  
11811 Willows Road NE  
P.O. Box 97006  
Redmond, WA 98073-9706 USA  
Tel 425 867 4000  
Toll-Free (USA Only) 800 442 1142  
Fax 425 867 4146  
[www.physio-control.com](http://www.physio-control.com)